

Publishing contract canceled

Time knows Hughes book a hoax

Combined News Services

Time Inc., acting on information from Long Beach free-lance writer James Phelan and other sources, Friday canceled its \$250,000 agreement with McGraw-Hill Inc. to publish excerpts of Clifford Irving's purported autobiography of Howard Hughes.

Time Inc., which owns Life Magazine, in which the excerpts were to appear, said it knew "how Irving put together the manuscript and carried out his hoax."

McGraw-Hill said it had turned over to investigating authorities "additional information concerning a possible source of the material."

McGraw-Hill said that Phelan, a collaborator with former Hughes aide Noah Dietrich on a forthcoming book about Hughes, provided "new information" about a possible source.

NEW YORK — The Justice Department has informed the office of United States Atty. Whitney North Seymour Jr. that it would approve immunity for Clifford Irving's wife and his former researcher if Irving would plead guilty to predetermined charges.

This, however, was before Time, Inc., announced that it had information showing that the alleged autobiography had not been compiled with the cooperation of Howard Hughes.

Phelan could not be reached immediately for comment.

McGraw-Hill and Time Inc. made their announcements only hours after a New York City police handwriting expert told a grand jury he believes signatures were forged in correspondence Irving said Hughes wrote.

There had been "a tremendous amount of effort on someone's part to perpetrate this fraud," Capt. Joseph McNally told newsmen after his appearance as leadoff witness before a New York County grand jury.

The 53-year-old expert, who helped crack New York City's notorious "mad bomber" case in the 1950s, would not specify which signatures he was talking about among the 18 to 25 documents he examined over the last three weeks. Some of the documents are letters allegedly by Hughes to Irving, McNally said.

McGraw-Hill said later that Osborne Associates, a handwriting analysis firm which previously vouched for the authenticity of the signatures, "has now issued a revised report which casts doubt on the authenticity of these documents."

Time Inc., which announced Dec. 7 that Life would publish excerpts from the disputed autobiography, said:

"We are not going to publish any of this as the autobiography of Howard Hughes — which it clearly is not."

The statement added that Time would next week provide "full details explaining how Irving put together the manuscript and carried out his hoax"

"Time and Life have uncovered many of the facts about the case that have led to the present legal proceedings," the statement said.

McGraw-Hill said it would be "reaching our own decision" on carrying out plans to publish the volume.

It added that Phelan provided the "new information" about a possible source.

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Merger seen as solution

Dock pact row grows

SAN FRANCISCO (UPI) — A Teamsters Union leader Friday warned that a proposed settlement of the West Coast dock strike touched off problems which only a merger of his and the longshoremen's

union could settle once and for all.

Einar Mohn, head of the Western Conference of Teamsters, told a news conference that his union has just seen for the first time the proposed contract

between the International Longshoremen's and Warehousemen's Union and the Pacific Maritime Association.

The point of contention was which union would have jurisdiction over the handling of containerized cargo. Under the old pact between the ILWU and PMA both unions shared in the work.

The ILWU leaders will meet today to act on the settlement reached this week after a 124-day strike.

He said Teamster leaders would study the terms and meet again next week to decide their course if the employers and the ILWU put the pact into effect.

"The last thing we would want would be to create another work stoppage," Mohn said. But he said his union's members stand to lose many jobs under the contract which provides a \$1-per-ton assessment on all container cargo brought to the docks but not packed by the ILWU.

He said the settlement of the two unions' long-standing jurisdictional dispute by the royalty payment to the ILWU was "a contrived situation . . . to force work to come to the dock workers."

Mohn said that another possible solution would be that "we could agree on some arbitrator" to settle disagreements.

The West Coast Teamster chief said the Teamsters called off "a demonstration walkout" during a moratorium in the dock strike last month because of a request by the secretary of labor, who told them it "could have spoiled" the dock settlement.

The ILWU and Teamsters have been discussing merger on and off for the past 10 years, but Mohn said there has been no agreement on the terms under which such a merger could take place. He said, however, that the two unions "ought to be functioning as one organization."

"Decriminalization" is the word John H. Finlator used Wednesday in announcing he favored dropping penalties for use of marijuana, but not for selling it.

Finlator retired Jan. 1 as deputy director of the Justice Department's Bureau of Narcotics and Dangerous Drugs. He said he felt it was "just wrong as hell" to prosecute those who use marijuana.

Roy Nunes, business agent for Teamsters Local 70, whose members work around the docks, said in the newspaper that the union was ready to shut down all West Coast ports last month during a moratorium in the dockers' strike.

Whatever it takes to get our children into safe buildings, I will support."

But a motion was defeated to ask the Legislature to approve a constitutional amendment lowering the requirement for passage of earthquake safety bond issues from the current two-thirds favorable vote to a majority. Such an amendment would have to be approved at a statewide election.

With two of the 10 members absent, the board voted 5-3 to make the request of the Legislature. This fell one vote short

(Turn to Back Page, Col. 1)

Top federal psychiatrist asks easing of marijuana laws

WASHINGTON (UPI) — Dr. Bertram S. Brown, the government's top psychiatrist, Friday joined with the government's former No. 2 drug official in urg-

ing an easing of marijuana laws.

Brown, director of the National Institute of Mental Health (NIMH) told a news conference he did not

believe "the current state of scientific and medical evidence justifies legalization at this time."

"But I have personally felt for a long time that the penalties (for use and possession) are much too severe and much out of keeping with knowledge about its harmfulness," Brown said. "I have been strongly in favor of decriminalization, but not for total removal of penalties."

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Asked for his definition of "decriminalization," Brown told reporters it involved a "moral" change in the law, not for total removal of penalties.

When they arrived the suspect and Hines' new tie were gone.

(Turn to Back Page, Col. 5)

Pushbutton window strongarms bandit

A strongarm bandit Friday night was a victim of men's fashions and modern automotive technology.

Woodland Hills contractor Harold Hines, 55, told police he drove to 248 E. Artesia Blvd. to visit his daughter. When he discovered she was not at home he drove into the parking garage at the rear of the apartment building.

He leaned back in his Lincoln Continental and turned on the radio.

Suddenly someone reached through the window, grabbed Hines' necktie and said, "Give me your money."

It was a new snap-on tie Hines had received for his birthday, and when the bandit pulled it the tie popped off.

Hines pushed the button to close the power window on the car and the suspect's arm was held fast.

The victim drove half a block with the bandit, his arm caught in the window, screaming.

Finally the man fell to the ground and Hines went to call the police.

When they arrived the suspect and Hines' new tie were gone.

(Turn to Back Page, Col. 5)

Subsea mountains seen rising in Pacific

WASHINGTON (UPI) — Scientists have reported signs that two submerged mountains in the Northeast Pacific are slowly rising and may eventually lift their summits above the water as new islands.

They also disclosed existence of possibly oil-bearing sediments a mile and a half beneath the surface off the coasts of Washington and Oregon.

These and other discoveries were made during a five-month sea bottom study by U.S., Canadian, and Japanese scientists aboard the Surveyor, an oceanographic ship of the National Oceanic and Atmospheric Administration.

The ship traveled 33,000 miles in the course of sur-

veying a 300,000 square mile area of the Pacific floor west of Oregon and Washington. In one region, perhaps larger than the central United States, the scientists found meandering deep sea channels more complex than the Mississippi-Missouri River watershed.

The sea bottom in the explored region is generally flat except for two mountainous areas known as the Juan de Fuca and Gorda rises. They are topped by the Cobb and Bear Seamounts one of which, Cobb, is only 110 feet beneath the surface.

A NOAA geophysicist, Douglas J. Elvers of Leesburg, Va., the expedition's chief scientist, reported today (Saturday) that the rises are "in a definite stage of

uplift similar to the western coast of Canada and Southeast Alaska."

The evidence suggests, he said, that Cobb and Bear may eventually emerge from the sea as new islands either through volcanic growth or general uplift of the rises."

The scientists found a trench filled with sediment, mainly sand and silt, more than a mile thick at the base of the continental slope off the coasts of Washington and Oregon.

At least five faults or fracture zones, massive breaks in the sea bottom, converge in the areas surveyed. Their proximity to California's earthquake zones make them of special interest.

with it so long is I couldn't stand someone saying 'I told you so.'

"There are lots of problems to solve yet, but they are within the realm of solvability," he said.

Lear, who has invested \$12 million in the project, said the engine's pollution factor is only about one percent of the 1968 federal emission standards to control pollution, although he said General Motors had furnished technical assistance and equipment. He berated the Federal Environmental Protection Agency for cold-shouldering his company in providing research grants.

"We hope to be competitive with other buses in manufacturing in about 18 months," he said. "There's a big market, but even if I never sell any engines for cars or buses, the application of this turbine and propulsion system to boats is such we can sell the selling rights to the marine industry for \$6 million," he said.

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WORLD TODAY



LIVING IT UP IN VIETNAM

With U.S. involvement in the Vietnam war declining, these cavalrymen lounge atop a sand-bagged bunker to watch a couple of dogs fighting playfully. These men, from the 1st Cavalry, are stationed at Fire-base Malnie but they find the "action" up front more exciting.

—AP Wirephoto

INTERNATIONAL**U.S. steps up bombing**

Combined News Services

SAIGON -- The U.S. stepped up the pace of its bombing Friday to head off a threatened Communist offensive and the aircraft carrier Coral Sea canceled shore leave in order to keep bomber capability at its highest in six months. Five Thailand-based B52s struck Communist infiltration routes late Friday, four of them along the approaches to the Shau Valley and one near the Cambodian border. The Coral Sea stayed with the carriers Constellation and Hancock off the Vietnam coast, giving the U.S. Navy and Air Force a combined fighter-bomber strength of about 410 -- half the number available at the height of the air war in early 1968, but the highest since the allied strike into Laos a year ago.

World trade declaration

BRUSSELS -- The U.S. and the Common Market nations called Friday for international negotiations next year to expand and liberalize world trade and raise living standards throughout the world. The joint declaration was drawn up in talks between William Eberle, President Nixon's special trade negotiator, and the market's executive commission in Brussels last week.

Snowbound 4,000 rescued

TEHRAN -- Rescue teams broke through Friday afternoon to 4,000 persons trapped in deep snow west of Tehran, it was reported. The known death toll from a week of blizzards in Iran was 29. The rescue operation, made under a bright sun, was in the Takestan area, 110 miles west of the capital. The informant said all but a few of those reported trapped were accounted for.

NATIONAL**Sheehan defends stories**

NEW YORK -- The reporter who wrote the first stories on the Pentagon Papers said he did not believe they contained anything of military or security value and had no permanent ill effects on U.S. diplomatic relations. Neil Sheehan, who wrote for the New York Times the first stories based on the papers, defended their publication Friday at a conference of 75 college journalism students sponsored by the Charles Edison Memorial Youth Fund.

Nixon, Connally huddle

GRAND CAY -- President Nixon and Secretary of Treasury John Connally flew to this tiny island on Friday to review ponderous ways to ease property taxes and perhaps talk politics. A spokesman said Nixon and Connally would discuss "outstanding domestic issues" while staying on the island owned by New York industrialist Robert Abplanalp. They were accompanied by Nixon's friend, C. R. "Bebe" Rebozo.

Japanese vessel impounded

JERSEY CITY -- Federal officials impounded a Japanese fishing vessel when it arrived in this New Jersey port Friday with 56 survivors of a sister ship that burned and sank in the Atlantic a week ago. A U.S. marshall served ship's officers with papers that accused the Taiyo Maru 70 of causing \$50,000 in damages to lobster fishing equipment owned by the Preligne Corp. of Massachusetts. The company said the damages caused it to lose \$20,000 in income between Dec. 31 and Jan. 2.

Soviet fishermen freed

ANCHORAGE -- A U.S. District Court judge granted a motion Friday allowing three Soviet fishing fleet officers to return to their homes pending trial on charges of illegal fisheries support activities in U.S. waters. At the same time, Judge James Von Der Heydt set bond totaling \$100,000 for the three officers. Under terms of his order, the judge also asked for a guarantee in writing from the Soviet ambassador to the U.S. promising that the three men will return to Anchorage no later than March 14 to stand trial. The trial has been set for March 16.

U.S. ships ready to strike

SAN DIEGO -- Secretary of Defense Melvin Laird said Friday that ships are on standby in the Pacific to join naval forces in the Gulf of Tonkin if the threat of a Communist Tet lunar new year offensive materializes in South Vietnam. Laird would not comment on rumors that the carrier Kitty Hawk would leave San Diego for Vietnam next week. Another San Diego-based carrier, the Constellation, recently joined two other carriers in the Gulf of Tonkin. Laird said the carrier force off the coast of Vietnam was beefed up because of the threat of a Tet offensive. The lunar new year begins Feb. 15. Laird spoke Friday at a testimonial luncheon for Rep. Bob Wilson, R-San Diego, who was being honored for 20 years of service in the house.

People in the News**Actor cleared**

Combined News Services
Actor George Peppard was cleared of assault and attempted rape charges by a Boston Municipal Court judge Friday. Joan McLaughlin, 24, a dancer from Cambridge, had charged that Peppard had tried to rape her in his hotel room on Jan. 30. The girl had claimed Peppard tried to rape her and she fled from his room. The hotel manager testified, however, that he spotted the girl standing half-naked in the lobby. The girl testified she bit the actor on the cheek "when he hugged me too tightly." "The only assault was on the man who got bitten on the face," said the judge as he dismissed the charge.

GEORGE PEPPARD
Happy With Verdict.
—AP Wirephoto**Outlaw killer**

The last survivor of the six-man posse that ambushed and killed legendary outlaws Clyde Barrow and Bonnie Parker in 1934 is planning to run for sheriff of Dallas County, Tex. At the age of 73, Ted Hinton has announced his candidacy in the Democratic primary for the job.

Gobel injured

Comedian George Gobel received head and hand lacerations in a two-car accident on Interstate 40 near Nashville, Tenn., Friday. Gobel was listed in good condition at St. Thomas Hospital. Also injured was a musician, Ernest Newton, who was driving Gobel to the Nashville airport where the comedian was to catch a plane for a trip to California. Gobel had been in town for an appearance in honor of comedian Phil Harris, who recently opened a music publishing firm.

Jane Muskie, 45

Jane Muskie celebrated her 45th birthday Friday at the Muskie headquarters and said that for next year, Ed has promised her the Rose Garden. "The one at 1600 Pennsylvania Avenue," she added quickly, as if the 40 staffers and friends offering birthday wishes to the wife of front-running Democratic presidential candidate Edmund Muskie didn't already know.

Bunker visit

The U.S. ambassador to Saigon, Ellsworth Bunker, arrived in Paris Friday night for talks with the American delegation to the peace conference after consultations with President Nixon in Washington. Bunker is scheduled to leave for Saigon tonight.

McClelland

Sen. John McClellan announced Friday that he will seek a sixth term in Washington and indicated it would be his last political race. McClellan will be 76 on Feb. 25. He is likely to have strong opposition in Rep. David Pryor and Little Rock attorney Ted Boswell, in the Democratic nominating primary June 26. He is fourth in seniority in the Senate. McClellan was elected to the House in 1934, and entered the Senate in 1943, where he has served continuously since.



LOOK MA, NO BUG

From the rooftop it looks like this when Charles Prince soars in to the air from his trampoline atop the 4-story apartment building where he lives in San Francisco. Prince says he isn't really afraid of going over the side.

—AP Wirephoto

P.p-preacher

Baltimore police said an unidentified nude man braved 30-degree weather Friday to read the Bible to astonished passersby in front of City Hall. Officers said the man stripped off all his clothes near a church, then walked a block to City Hall where he began reading the biblical passages to citizens. When police arrived, the Bible reader ran but officers finally captured him in an alley.

Al Capp fined

Cartoonist Al Capp, 62, creator of "Li'l Abner," pleaded guilty to attempting adultery with an Eau Claire (Wis.) State University coed in his motel room and was fined \$500 and court costs.

Mrs. DeBakey

Mrs. Michael DeBakey, 62, wife of the internationally known cardiovascular surgeon, died Friday in Houston after a brief illness. A spokesman for Baylor College of Medicine said Mrs. DeBakey died of an apparent heart attack following the illness. DeBakey is president of the college and chairman of its department of surgery.

Charlie's star

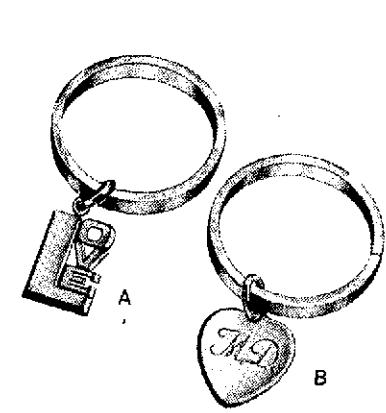
Charlie Chaplin will get his sidewalk star on Hollywood Boulevard after all. The board of directors of the Hollywood Chamber of Commerce voted 33-3 Friday to include Chaplin's name among the stars imbedded in the walkways of Hollywood. Chaplin was pointedly omitted when the stars were laid in the terrazzo sidewalk in 1958 because of his sympathy for leftist causes.

INDEPENDENT PRESS-TELEGRAM

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Juliet pregnant

Dancer Juliet Prowse, former fiancee of Frank Sinatra, announced Friday she is expecting a baby and does not plan to marry her child's father. Miss Prowse, who is four months pregnant, said the father is John McCook, an actor-singer in her night club act. "A baby is something I've always wanted," Miss Prowse said. "And I think it will be very good for me. I met someone I love and I have decided to go through with having the baby. Miss Prowse opens at the Coconut Grove in the Los Angeles Ambassador Hotel Wednesday and will be seen on television shows with Bob Hope and Danny Thomas which were previously taped. McCook, a native of Ventura, will appear at the Grove with Miss Prowse.

JULIET PROUSE
First Child
—AP Wirephoto

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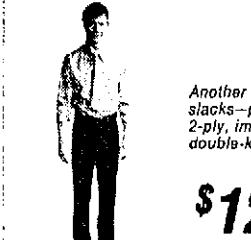


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Eyewitness describes Pacheco slaying scene

By MARY NEISWENDER
Staff Writer

An eyewitness account of how suspended Los Angeles police officer Manuel

Pacheco allegedly burst into his estranged wife's home, shot her fatally and attempted to kill her companion was detailed in Los



DIAL 432-3451

ACTION LINE is your service, solving your problems, getting your answers, cutting red tape and standing up for your rights. To get action, write ACTION LINE, Box 230, Long Beach, Calif. 90801, or dial 432-3451 between 9 a.m. and 9 p.m., Monday through Friday. Questions to be answered are selected for their general interest and helpfulness.

No dam jobs

I heard that the government is going to start construction in April on three dams in the Mt. Shasta area. Can you tell me how I can seek employment on the project? D.F., Long Beach.

Construction on the Cottonwood Creek Project is at least three to four years away, according to Keith Davis, planning engineer with the Army Corps of Engineers in Sacramento. This \$174 million project, authorized by Congress and in the final design stage, calls for two large dams on Cottonwood Creek south of Mt. Shasta between Red Bluff and Redding. When funds for construction are allocated — you should hear of this through the news media — you can write for employment information to U.S. Corps of Engineers, District Engineers, 650 Capitol Mall, Sacramento, Calif. 95814.

Invention protection

I have heard that the U.S. Patent Office recently developed a program which allows an individual to protect his invention for two years for a \$5 fee instead of having

to go through the regular patent application procedure which is quite expensive. Can ACTION LINE give me some information on this program? A.R., Anaheim.

You probably are referring to the document disclosure program which was instituted by the Patent Office about two years ago. For a \$10 fee, you can establish evidence that you have thought of a particular invention, but this procedure does not protect your invention or grant you sole rights to market it. You then must file for a regular patent within two years or the document disclosure file will be destroyed. A spokesman for

the Patent Office said that although a document disclosure record does not protect an invention, it's better than nothing and could be used as evidence in a court case to determine ownership of an invention. You can obtain a document disclosure application by writing to the Commissioner of Patents, Washington D.C. 20231.

In the balance

My 7-year-old daughter seems to love doing acrobatics. Someone told me of an all-girl acrobatic team called SCATS. Can ACTION LINE tell me how she can join this team? I.C.C., Long Beach.

The award-winning Southern California Acrobatic Team, SCATS, holds tryouts each September for new members. Bud Marquette, SCATS founder and volunteer coach told ACTION LINE, "A girl of 7 stands a good chance of making the team. It's better to try out well before age 12. She doesn't have to be able to do anything, we can tell if she has potential." The team has about 45 girls ranging in age from 5 to 18. The youngest practice about nine hours weekly and some of the older ones put in seven or eight hours a day. Expenses, which include insurance and sweat suits, run \$20 a month per family. Contact Marquette at the gymnasium at St. Stephen's Lutheran Church, 1629 Pine Ave., 591-8907 for further information. SCATS has produced Cathy Rigby, national champion and currently one of the world's top gymnasts.

Carpenter school

I saw the Carpenters on television recently and they mentioned they were going to open a music school in Downey for gifted children. How can I get more information? M.T., Long Beach.

The mellow-toned musical Carpenters, both Downey High School graduates, plan to build a small shopping center in their home town, focused around a music store and school. The school will not be especially for talented children, but for anyone interested in music. Class rates have not yet been determined, according to the Carpenters' business manager, Ted Halpern. You can get information about an application to the school by writing The Carpenters, in care of Glusman and Halpern, 9033 Wilshire Blvd., Beverly Hills, Calif. 90211. Halpern said final plans for the center, which will be located on Florence Avenue between Old River School Road and Paramount Boulevard, should be completed within the next four months. Some lessons, he said, may be taught by Karen and Richard Carpenter personally. They also will head group music clinics at the school. The brother and sister team skyrocketed to the top of the pop music charts a few years ago with "Close to You" and "We've Only Just Begun," both million sellers. Richard, 25, is the arranger and piano player and 22-year-old Karen sings and plays drums.

Flootation

I am a swim therapist for Angel View Crippled Children's Hospital and am trying to locate the maker of the water wings used at the California Communities Pool for the Handicapped in Long Beach. Evelyn DuPont, the founder of the pool, would also like to locate some of these useful aids. Can you help us? A.T., Desert Hot Springs.

The Australian-made Flooties sell for \$2.95 as a regular May Co. sporting goods item. Flooties can be ordered retail for \$5 a pair from Nealeo Inc., 2622 Pauline Ave., Glenview, Ill. 60025. Flooties are vinyl water wings with air inflated after being slipped around the biceps of the arms. They have a double safety valve system which prevents all the air from being released at once. The devices can be used to aid handicapped people to swim or teach youngsters to swim.

Angeles Superior Court Friday.

The description of the shooting and the showing of the gun which killed Mrs. Anita Pacheco, sent the dead woman's mother stumbling from the courtroom in tears.

PACHECO, charged with the murder and attempted murder of Alfred "Rick" Thatcher, sat impassively at the counsel table as Thatcher described the shooting.

The 27-year-old unemployed computer operator told the jury he had dated Mrs. Pacheco steadily for a year when they were students at Banning High School in Wilmington. He said he had not seen her for more than eight years — since her marriage to Pacheco. He had, however, kept in touch with the woman's family and in early October had called Mrs. Gonzalez Rodriguez, Anita's mother, and learned that the Pacheos were in the process of getting a divorce and were not living together.

THATCHER said he contacted Mrs. Pacheco and saw her daily from then until she died Nov. 9, seven days after the shooting.

On Oct. 29, Thatcher testified, he accompanied Mrs. Pacheco to Long Beach Superior Court where she obtained an interlocutory divorce decree. They became engaged, he said, immediately following the court appearance.

ON THE DAY of the shooting, he said he had dinner with the family, put the children to bed about 8:30 p.m., watched television until 10:30 p.m., and then he and Mrs. Pacheco went to bed.

"We were aroused by someone breaking into the house. Anita got up and went to the back side of the bed. She called out, 'who's there' and then said, 'Manuel, don't come in ... there's somebody in here.'

The two figures appeared at the door of the bedroom and I saw one had a gun in his hand. It happened so fast ... Anita was standing at the end of the bed when the firing began. I tried to get away ... to get out of the line of fire."

Thatcher said he had been struck in the right leg, both below and above the knee, in the chest and still carries a bullet in his knee cap. He said, when the shooting stopped he looked up and saw Pacheo's brother, Alfredo, struggling for the gun.

"All right, you've got 'em. Are you happy?" Thatcher quoted Alfredo Pacheco, a 14-year veteran of the Los Angeles Police Department, as saying as he took the gun from his brother's hand.

The suit was first announced by Los Angeles City Councilman Louis R. Nowell who said the homeowners decided to turn to the federal court for relief after failing to get action by appeals to Washington.

He said the families felt those who suffered the heaviest losses should receive direct grants to return them to same financial position they were in before the quake.

Instead, he said, the federal government offered a loan and grant program under the Small Business Administration (SBA). The

trial, expected to last three weeks will resume Monday in Los Angeles Superior Court in department 117.

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'Assassins' kill 3 businessmen

GARY, Ind. (UPI) — The bodies of two young Chicago businessmen and a third man believed to be their partner were found shot in the head Friday within a seven-mile radius of Gary. All three men had been missing since Tuesday night.

Police said relatives have identified two men found behind the abandoned Parkside Motel, near Portage about seven miles from Gary, as James Biederman, 29, Downers Grove, Ill., and Daniel Tobias, 28, Chicago.

The third body, feared to be that of Lawrence Foley, 26, Chicago Heights, Ill., was found sprawled in a snow-covered car which had been reported parked for several days on a street on the west side of Gary. The car belonged to Foley.

A BRIEF case belonging to Biederman was found in Foley's car, police said. There was a bullet hole in the rear window of the car and the dead man was in the back seat.

The three men operated the Lincoln Educational Advisors Services, a fast-growing correspondence school operating from offices in Chicago's Loop.

The partners were reported to have met at Tobias' apartment early Tuesday night and departed for parts unknown. They told an associate

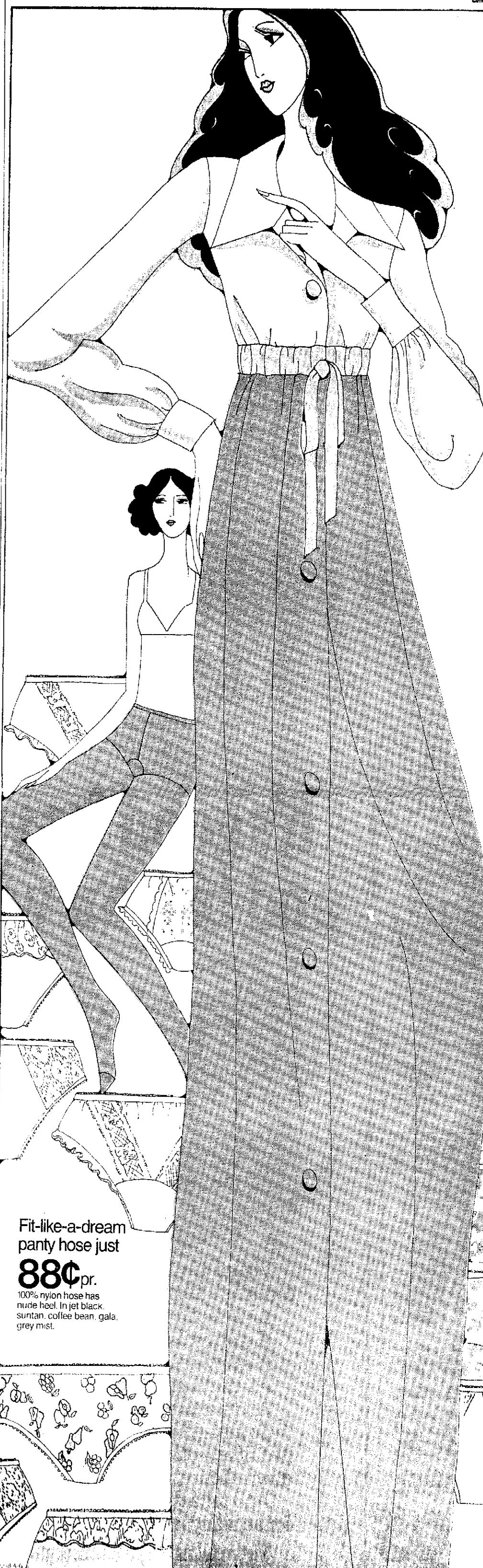
that a hearing — were announced — were suspended.

Mayor Ralph J. Perk, who said he had asked the police department "to send lieutenants to the Warrensville Workhouse to administer it."

Perk had announced Cooley's suspension earlier Friday, and at that time had said more men might be relieved of duties. He said then that the escape was only "part of the reason" for Cooley's suspension.

"Mr. Cooley is not an experienced penologist and it is obvious he cannot perform the services required of him," Perk said.

The suspension — the maximum allowable with-



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GARDENING

By JOE LITTLEFIELD

There are several important factors gardeners should remember when planting bare root trees whether they are shade trees, flowering, or fruiting.

Deciduous fruit trees such as plums, pears, nectarines, apricots, and pear and apple, and others, don't bear their best if planted in a lawn because the frequent waterings keep the upper soil damp, repelling needed air circulation in the soil. Worse still, water usually stands in the basin around the base of the trunk before it finally soaks into the soil. It is best to plant the trees in bare soil area.

The roots must be inspected for any bruises or breaks. Damaged ones must be cut back to healthy root area, otherwise possible fungus might develop on the wounds, or crown gall bacteria might infect them.

Tree hole must be dug to accommodate spreading growth of the roots and the soil prepared with two parts of organic material and three parts of the soil mixed together. Mix a handful of bone meal and a handful of soil sulphur in the hole before planting the tree with the prepared soil.

PROPER depth of the planting is determined by the color of the trunk between the bud-union area (scar-like slight swelling) and the base of the trunk from where the roots grow. There's a slight color difference between those two areas. Plant the tree at that slight demarcation line. Soil must be firm and kept moist until new growth bursts forth.

The bare root fruit trees are usually spaced about 20 feet apart, which takes up quite a bit of back yard space. Gardeners can plant dwarf fruit trees which in time attain a size of about 10 feet. This means two dwarf trees can be planted where only one normal non-dwarf tree is planted.

There are dwarf peach trees, plum, and several nectarines. Of the nectarines, Nectarina, an Armstrong introduction, develops into a sturdy fruit bearing tree with good size fruit that is juicy and tasty. These trees also can be grown in container for the sunny patio area.

SHADE and flowering bare root trees can be planted in the lawn, providing trees get deep watering, and don't depend upon the lawn sprinkler system.

Speaking of fruit food, good cooks know that the secret of flavorful cooking is in the seasoning of foods. Grow some of the important condimental herbs, tarragon, sage, sweet basil, marjoram, oregano, parsley, and thyme.

California garden sage is comparable to the Dalmatian sage, which some consider the best in the world. The cultural requirements are simple. It doesn't need more than about four wa-

terings during the year. The drainage must be good, otherwise the plants will damp off. It is best to grow sage in a plot by itself. Don't worry about fertilizing, dusting, or spraying the plants because pests rarely bother them. Plants grow 15 to 16 inches tall, furnish three to four cuttings during the season, and grow productively for about four years. Sage spice is used for gravies, dressings, and soups.

Sweet basil is considered the "king of all herbs", and is known as god of India. It is a healthful herb because of its carminative value. This plant takes lots of water, is an annual, grows two feet tall and furnishes five cutting crops of foliage. You can hardly make an Italian spaghetti sauce without sweet basil. Usually a teaspoonful of basil is added to the twenty-four other ingredients which makes up the tomato sauce. Egg plants cooked a certain way with basil added, makes this vegetable taste like oysters.

Marjoram is used for seasoning soups, salads and stews. It is a perennial plant, grows fifteen to sixteen inches tall, lasts several years, and furnishes four cuttings of leaves a year.

According to some gourmets, Italian pizza just wouldn't be the tasty pizza, if OREGANO seasoning were left out. It is also used to help bring out natural food flavors of lamb roast, tomato, and lettuce salads. The plant produces the foliage for about four years, and furnishes four to five cuttings of leaves a year.

A "Culture class" will precede a social hour and business meeting, beginning at 11. The program at 12 noon will consist of an illustrated lecture on African violet miniatures.

Visitors are welcome.

Tarragon is not started from seed. Plants are increased by cuttings. It, too, is a perennial, lasts about four years and furnishes three to four crops of foliage a year. This herb is used for fried chicken, food seasoning, and for vinegars.

Visitors are welcome.

The Long Beach Garden Club will hold its monthly meeting at 12:30 p.m. Feb. 24, in the Lakewood Youth Center. Speaker will be Mrs. Kim Sugajima, who will demonstrate oriental flower arranging.

Visitors are welcome.



NECTARINA . . . Sturdy Fruit-Bearing Tree

CLUB NOTES

Long Beach Herb Society regular open meeting 3 p.m. Sunday, Unitarian Church, 5450 Atherton. Program: "Medicinal Herbs of Interest Today" by Dr. J. Winthrop Macy.

The Long Beach African Violet Society will meet Thursday at the Women's City Club, 1309 E. Third St. at 10 a.m.

A "Culture class" will precede a social hour and business meeting, beginning at 11. The program at 12 noon will consist of an illustrated lecture on African violet miniatures.

Visitors are welcome.

RASPBERRIES provide luscious fruit, the canes grow easily. Set the canes three feet apart. When growth reaches two to three feet height, pinch out tips growth to induce lateral growth. Tie the developing growth on parallel wires.

BARE ROOT climbing roses provide most flowers when new growth is long enough to be tied to supports on wall or fence, and trained to grow out horizontally.

GARDEN CLINIC

By JOE LITTLEFIELD

Q. — Please tell me all the steps to having a beautiful potted maidenhair fern. What types of fertilizer should be used and when is it best to feed? Mrs. L. C. Mount.

A. — If I were planning to grow one and had purchased it in a pot, I'd look at the bottom to see if roots had started to grow out of the bottom hole. Assuming there were some roots growing out, I'd hold the pot upside down and tap the edge. I'd be careful to hold the root ball to prevent it from dropping on the ground. Tap it at the edge of a table, or porch step. The tight glaze mat of roots indicates the plant needs repotting. I'd use three parts of planter mix mulch and one part of good garden soil from the shade garden. I'd mix the soil and planter mulch together. If the root ball is matted, cut through the mat, knead the sides and bottom of the root ball. Immerse it in a bucket of water. Take it out when the water is through bubbling. Pot it in a clay or composition pot after root ball has finished draining. Finger-firm the planting mixture under the root ball and around the sides when planting it. Naturally you use shard which is composed of small pieces of broken clay pot in the bottom a half inch layer or so of that material for drainage before planting the fern. Water the plant well. A month later feed it very mild solution of liquid fish fertilizer.

Feeding early allows the fertilizer to break down some, hence, as roots activate into vigorous growth the plant food will be feeding them steadily for a time.

CUT CAMELLIA flowers with lots of branch growth from large bushes. Cut back to where it helps to shape the plant. Always cut just above a leaf, a leafless bud, or above a side branch. Cut out any dead twiggy growth. Feed camellias this month whether they haven't yet bloomed, they're blooming or have finished flowering. Feeding early allows the fertilizer to break down some, hence, as roots activate into vigorous growth the plant food will be feeding them steadily for a time.

RASPBERRIES provide luscious fruit, the canes grow easily. Set the canes three feet apart. When growth reaches two to three feet height, pinch out tips growth to induce lateral growth. Tie the developing growth on parallel wires.

BARE ROOT climbing roses provide most flowers when new growth is long enough to be tied to supports on wall or fence, and trained to grow out horizontally.

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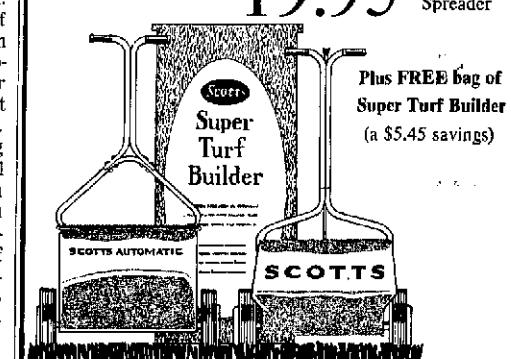
Another reader Roy H. Campbell of Artesia suggests an answer different from mine. He writes, "Go to the apricot tree of your choice and cut several branches of one-year old wood. The size should be about that of a lead pencil and it should contain several plump buds. Cut each branch 12 inches long, wrap tightly in plastic and store in the vegetable crisper of your refrigerator."

In March, I will write the first article on grafting.

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**Jobs to do now****CUT CAMELLIA**

flowers with lots of branch growth from large bushes. Cut back to where it helps to shape the plant. Always cut just above a leaf, a leafless bud, or above a side branch. Cut out any dead twiggy growth. Feed camellias this month whether they haven't yet bloomed, they're blooming or have finished flowering. Feeding early allows the fertilizer to break down some, hence, as roots activate into vigorous growth the plant food will be feeding them steadily for a time.

RASPBERRIES

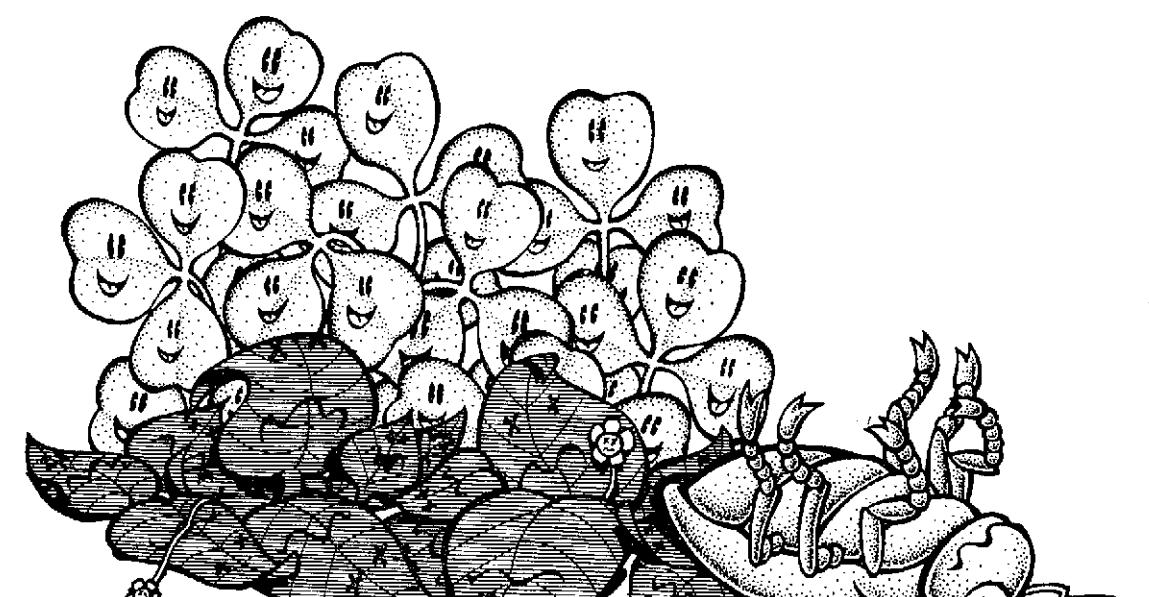
provide luscious fruit, the canes grow easily. Set the canes three feet apart. When growth reaches two to three feet height, pinch out tips growth to induce lateral growth. Tie the developing growth on parallel wires.

BARE ROOT

climbing roses provide most flowers when new growth is long enough to be tied to supports on wall or fence, and trained to grow out horizontally.

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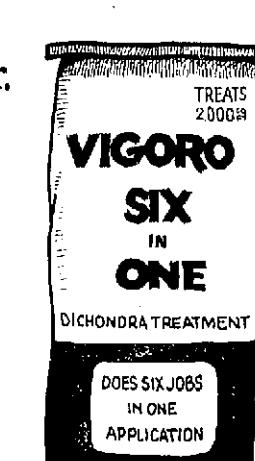
An oxalis preventer and killer.

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So instead of applying them one at a time, you can put them all down at once.

And take the pain out of caring for an ailing lawn.

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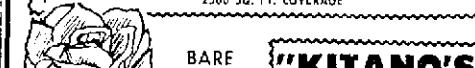
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Nixon orders Demo briefing

WASHINGTON (UPI) — The State Department said Friday that Secretary of State William P. Rogers will be available to brief presidential candidates on Vietnam and other foreign issues when he returns from China. Sen. Hubert H. Humphrey, D-Minn., promptly accepted the offer.

"I request that the first briefing be held as soon as practical after his return from Peking and cover the substance of the top-level talks that will occur there," said Humphrey in a statement.

The former vice president said he hoped Defense Secretary Melvin R. Laird and White House adviser Henry A. Kissinger would follow Rogers' lead.

President Nixon has the choice, Humphrey said, of "offering the American people a responsible and informed dialogue on the conduct of our foreign affairs, or he can refuse to inform the candidates and the public and continue to make a political issue of what the administration chooses to call irresponsible criticism."

The White House said Friday that the President would provide special foreign policy briefings for candidates after the nominating conventions this summer, but not for the host of pre-convention primary candidates.

This would follow the precedent set by President Lyndon B. Johnson, who had Secretary of State Dean Rusk brief candidates after the conventions.

The State Department said no Rogers briefings would be possible until March, after the China trip, but it left open the matter of an exact date.

U.S. employees seek 'political rights'

MIAMI BEACH, Fla. (UPI) — Labor leaders Friday urged repeal of the Hatch Act which restricts political activity by federal employees.

"Federal workers in our changing society must have the shackles of the Hatch Act removed," said a resolution passed by the executive council of the AFL-CIO Metal Trades Department, representing 3.5 million workers in 22 unions.

The group said that the Hatch Act was originally enacted years ago to protect federal workers against undue political pressures, but that it is outmoded in an age when all citizens seek to increase their political power.

"The Hatch Act is an anomaly and an albatross around the necks of all federal employees," the resolution said.

The metal trades unions represent several hundred thousand of the approximately 2 million federal employees, said department president Paul Burnsby...

Union membership among federal employees has increased sharply in recent years.

He said federal employees, now forbidden by other laws from striking, are demanding not only the right to strike but also the right to actively work for candidates who would help them achieve their goals.

Federal workers demand full political citizenship. They are entitled to first-class economic social and political citizenship," Burnsby said.

"The Hatch Act has not freed federal employees. It has served only to enchain them politically," he added.

Another AFL-CIO group meeting here, the Maritime Trades Department, passed a resolution sharply criticizing moves by the White House and Congress to restrict strikes.

The resolution said such measures as the bill to force an end to the West Coast dock strike and President Nixon's proposal to limit strikes in all transportation industries could lead to federal control of both unions and companies, with the government setting not only wages but profits as well.

Woodcock says Nixon economy tied to politics

YOUNGSTOWN, Ohio (UPI) — President Leonard Woodcock of the United Auto Workers Friday charged that "clearly political reasons" forged Nixon's economic policies that favor big business at the expense of working Americans.

"The administration for the Federal Reserve System is now pumping up the money supply to try and move up the economy for clearly political reasons," said Woodcock. "What's going on is a diversion of income from the pockets of working people into higher and higher profits for industry."

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Diver sees many hurt

Irving book: it's 'dynamite'

CHICAGO — Anne Baxter, the scuba-diving instructor who waited with author Clifford Irving in the Virgin Islands for a call from recluse Howard Hughes that never came, said Friday the part of the purported Hughes autobiography she saw "was the kind of literary dynamite that might hurt a lot of people."

In a copyright article in Saturday editions of the Chicago Tribune, Miss Baxter, 28, said she wondered at the time "whether it was publishable — it was so outspoken and opinionated."

She also said Irving was upset when the prospective publisher of the book did not, in his view, vouch forcefully enough for the manuscript's authenticity.

Miss Baxter said in the first of two articles that she met Irving last December at the Newport Beach Hotel in North Miami Beach, Fla., where she gives scuba-diving courses.

"In a relatively short time I came to know Cliff very well," she said. "I read some portions of the Hughes manuscript he had here with him. He told me stories of his travels, his

house on the Spanish island of Ibiza, and CIA cloak-and-dagger adventures in getting together with Hughes for tape-recorded interviews."

She said Irving invited her to accompany him to St. Croix, where he said he had been told by a Hughes aide to await a contact from Hughes.

While they were waiting for their plane at the Miami airport, Miss Baxter said, Irving read in a newspaper that Hughes Tool Co. executive had said Irving's manuscript, which is to be published by McGraw-Hill, was a hoax.

Miss Baxter said Irving became upset at the reply from Albert Leventhal, a McGraw-Hill vice president, that the publishing firm "believed they had an absolutely authentic manuscript which Hughes had approved."

She quoted Irving as saying "They believe they have the Hughes manuscript. They know damned well they have the real Hughes story and why don't they say so positively."

Miss Baxter said Irving never was contacted by Hughes or any of his aides while in St. Croix.

She said she hasn't seen Irving since Dec. 11.

TIME CANCELS CONTRACT

(Continued from Page A-1)

That information has been turned over to investigators, the publishing house said.

In an interview in the Independent Press-Telegram Tuesday, Phelan said he believed only a week earlier that the Irving book was probably authentic.

BUT HE said he's changed his mind, based on published excerpts of the book which quote Hughes about a loan to Richard Nixon's brother.

In the excerpts, Hughes is quoted as saying that he leaked the story of the loan to Washington columnist Drew Pearson during the 1960 Kennedy-Nixon campaign.

Phelan, who investigated the details of the loan for an article that appeared in The Reporter magazine in 1962, said he knows the story of the loan reached Pearson in another way.

Time said it expects McGraw-Hill to refund shortly Life's initial \$100,000 payment because the contract "provided that the magazine would publish only if the manuscript was authenticated."

THE POLICE handwriting expert said his analysis differed from the original conclusions of Osborne Associates, whom McGraw-Hill retained to study such documents as a handwritten 10-page letter Hughes purportedly wrote to Irving about a payment for rights to the volume.

Osborne originally concluded that all the documents, including a 1936 Los Angeles police department record signed by the mysterious Hughes, were signed by the same man.

Osborne's revision changes an "overwhelming" original analysis, McGraw-Hill said.

Both federal and county grand juries probing the case were to resume their sessions Monday.

In another development, U.S. Atty. Whitney North

Seymour Jr. and Manhattan District Atty. Frank S. Hogan said jointly that published reports quoting "sources close to the investigation" have contained "many inaccuracies."

MEANWHILE, authorities in Switzerland said Friday it would not be possible to drop any proposed prosecution of Irving's German-born wife on charges of bank fraud and forgery in return for her husband's cooperation in the U.S. probes.

The statement by Hogan and Seymour was the first official comment on newspaper reports Friday that the author had admitted never meeting the billionaire recluse and that he had offered to tell more only if assured his wife would be safe from prosecution in Switzerland and the United States.

Irving declined comment in New York on articles in The New York Times and The Los Angeles Times, but his attorney, Maurice Nessen, said they were untrue.

Hogan and Seymour said that stories quoting "sources" have been "unfair to the persons involved" and have indirectly implied some official misconduct by violation of the rules of grand jury secrecy.

"WE HAVE personally inquired into all possible sources of information contained in such stories and have thus far found no evidence whatsoever that they emanated directly or indirectly from any government employee," they stated.

Also appearing before the county grand jury was McGraw-Hill Inc. executive Beverly Loo, who was editor of the purported autobiography.

She declined comment on her testimony, but Asst. District Atty. Leonard Newman said the grand jury would reconvene Monday and a juror interjected, "a long time after that."

A federal grand jury investigating possible mail fraud also is in recess until Monday.

School meal program for needy said far inadequate

SACRAMENTO (UPI) — Despite efforts to provide more free and reduced price school meals, approximately 500,000 eligible needy California children still are not receiving them, the legislature was told Friday.

The State Department of Education blamed the situation on several factors, including the "unwillingness" of some school districts to help pay for meals and the "philosophy" of some school trustees and officials who believe that it is not the function of schools to furnish meals.

The department cited other reasons, including "reluctance" of parents and students to seek free or reduced price meals.

SCHOOL QUAKE SAFETY

(Continued from Page A-1)

of the six necessary to approve the motion, strongly supported by Riles.

A last-minute move by member Mark Gates of Los Angeles to reconsider the action at a later meeting failed on a split 3-3 vote. He said it would be the "better part of good judgment" to vote again when all board members were present.

Member Clay Mitchell of South Laguna said "none of us wants to see a child hurt. But we're going into emotionalism." He said he did not want to see the two-thirds requirement "broken."

Riles said statewide there are currently 1,700 unsafe school buildings which do not meet earthquake standards required by the state Field Act.

He noted that "time after time" local bond issues have received a majority vote but failed because of the two-thirds requirement.

Riles pointed out that Los Angeles recently had a bond election in which 56 per cent of the voters approved the measure, and it went down to defeat.

"In any other election gubernatorial elections, elections for president you get 56 per cent, that is called a landslide," Riles declared. "But in Los Angeles, that was a failure."

A \$52 million school construction bond issue in Oakland also failed last May, although it received 53 per cent of the vote.

An aide to Riles said that last year

Hahn, Dorn announce candidacy

By NOEL SWANN
From Our L.A. Bureau

Supervisors Kenneth Hahn and Warren Dorn both announced Friday they will be candidates for reelection this year.

Hahn, 51, said his main aim in the next four years will be to modernize county government, while Dorn, 53, said he'll concentrate on securing passage of his constitutional amendment designed to remove welfare from the property tax base.

Hahn is the senior member of the board in terms of service having become a supervisor in 1952. He is seeking his sixth term.

So far there have been no announced challengers for his Second District seat covering an area from South Central Los Angeles to Carson.

DORN, board chairman, is seeking his fifth term, having been in office since 1956.

TV newsman Baxter Ward recently announced he will challenge Dorn for representation of the Fifth District taking in most of the San Fernando and San Gabriel Valleys.

Supervisor Burton Chace, who normally would have been up for reelection this year too, has announced he will retire in December.

So far six challengers have announced their intention to run for Chace's Fourth District seat taking in the entire county coastline from Long Beach to Malibu.

THEY ARE Assemblyman Jim Hayes, R-Long Beach; Long Beach City Councilman Bert Bond; former Santa Monica Mayor Herb Spurgin; Los Angeles City Councilman Marvin Braude; Chace's former chief deputy Howard Jones; and former deputy county counsel Larry Hoffman.

only 25 per cent of the local school bond elections received the necessary two-thirds vote. He said if the requirement had been a simple majority, 76 per cent of the issues would have succeeded.

One board member, Tony Sierra of San Diego, argued that the issue of earthquake safety would be the "responsibility of local school districts."

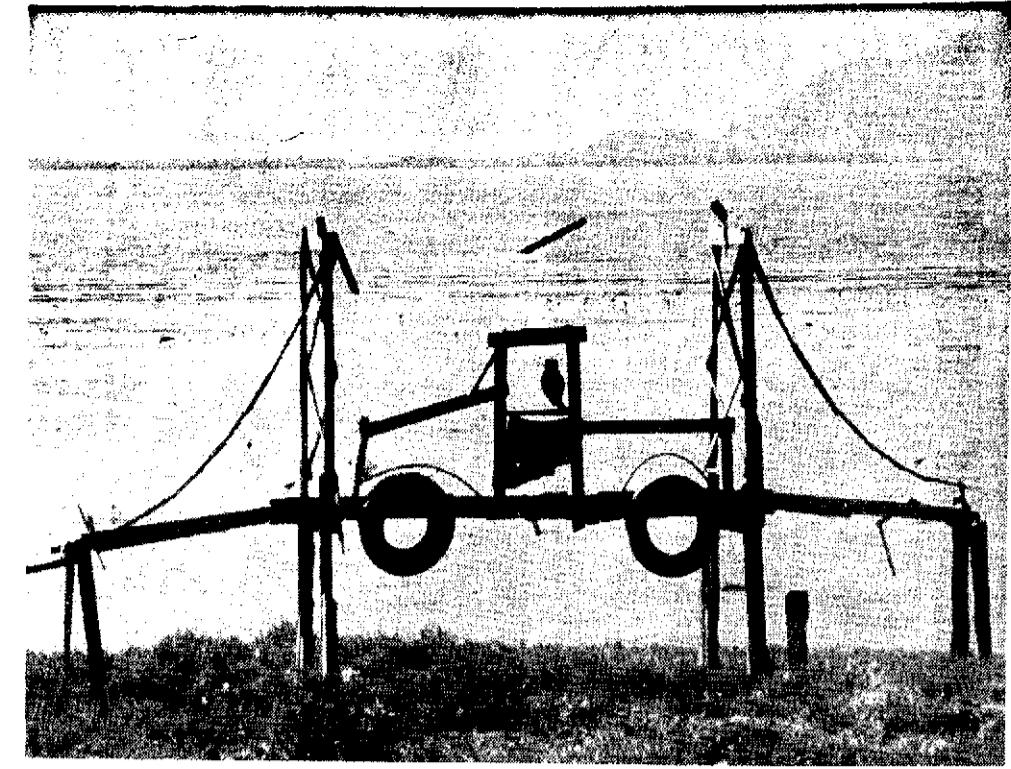
Several members contended that if the state board approved such an action it would appear to be "forcing" local school districts to also support such an amendment.

"This board is forcing nothing," responded Eugene Ragle of Roseville, author of the motion. "The electorate of the state would have a chance to exercise its voice."

Ragle said it was "hard to imagine" that the state board would refuse to ask the Legislature to let the voters decide whether the two-thirds requirement should be relaxed.

Voting in favor of lowering the requirements for passage of earthquake safety bond issues were Dr. John Ford of San Diego, Gates, Mrs. Donald Krotz of Orinda, Ragle and Newton Steward of Eureka. Against the motion were Mitchell, Sierra and Jeanie Ritchie of Menlo Park.

Board President Henry Gunderson of San Jose and member Don Moonaw of Los Angeles were absent.



They call it 'Junk Art'

This is the sort of "art" that has been making its appearance on the Emeryville flats near the San Francisco-Oakland Bay Bridge. For obvious reasons, this example has been

dubbed "a pickup crossing the bridge." The real Golden Gate Bridge can be seen in the background.

—AP Wirephoto

MARIJUANA LAW PLEA

(Continued From Page A-1)

volved "penalties that do not jail people for use."

Brown made his statement at a news conference where he released a government report to Congress on marijuana and health that was prepared by his agency.

He said he hoped the report would make a significant contribution to the growing national debate about legalization of marijuana. "Eventually society will make a set of decisions," he said. "This should make a significant but not total contribution to those decisions."

"In the healthy subjects, for example a well-put-together college student who has no particular major difficulties in life, in moderate dosages there seems to be no harmful effects," Brown said. "There are some immediate physiologic effects, for example, that would greatly affect driving."

But, he added, "just because it's good for well put together, healthy college kids does not mean it has no effects on 8-year-old kids or a prepsychotic person walking on the streets," Brown said.

"One of the most critical aspects of its widening use is that it is moving toward children, the vulnerable and the marginal . . . this is a serious hazard."

Finlator said that while he did not personally favor legalizing the sale of marijuana, he felt this would eventually occur with the

Extra pay to Douglas employees

More than 20,000 Douglas Aircraft Co. hourly rated workers received an average of \$365 extra in their paychecks Friday as a catchup cost-of-living adjustment.

The disbursement swelled the company's payroll to a record \$15 million.

The adjustment of 34 cents an hour for the period from July 19, 1971, to Jan. 23 totaled \$7.4 million for workers at the company's Long Beach, Torrance, Compton, Lomita and Palmdale plants.

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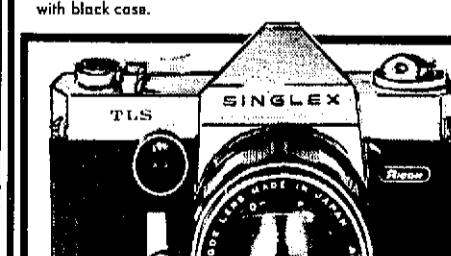


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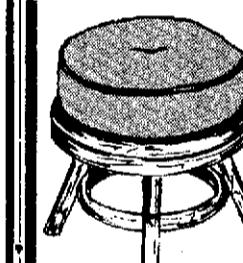
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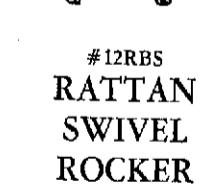
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Laws ignored

Handicapped excluded by architecture

By BEN ZINSER
Medical-Science Editor

Laws already on the books to help the handicapped are being ignored, a Los Angeles lawyer charged Friday.

Building designers and transportation specialists aren't thinking of the physically disabled when they erect buildings or design buses, said Mason Rose at a meeting of the harbor chapter of the National Rehabilitation Association.

Rose, introduced to the audience in Rochelle's Restaurant as a worker for the handicapped, said that the physical makeup of many new buildings "excludes the disabled from a job."

He explained that handicapped persons often are unable to maneuver wheelchairs through doors, that bathroom facilities are not adapted for the disabled, that stairs are built in front of buildings.

ROSE SAID that the new Los Angeles minibuses run past his law office in downtown Los Angeles, but he can't use them to get to the courthouse.

Rose is wheelchair-bound.

He said that public transportation is used mainly by the poor, the elderly and the disabled. But a bus doesn't do a disabled person much good if he can't get aboard, Rose noted.

"We need laws to enforce the existing laws regarding construction of public buildings, or private buildings that mainly accommodate the public," he suggested.

Laws already have been enacted to provide for the needs of the handicapped in public buildings or private ones such as theaters, hotels and restaurants, he said.

Later, in a response, State Sen. Joseph M. Kennick of Long Beach said he would vote for substantial penalties if enforcement legislation comes before the Legislature.

ASSEMBLYMAN JAMES A. HAYES, however, said he thought the approach should be one of informing building designers and transportation engineers.

"You need to become more vocal," Hayes told rehabilitation workers.

Stuart L. Farber, assistant dean of students at California State College, Long Beach, said state and federal funds are needed to make architectural changes in existing facilities.

"We need to provide for the basic needs of the handicapped—accessibility to telephones, drinking fountains, rest rooms, elevators, doorways and so forth," he said.

Farber also called for "more enforcement" of existing legislation to aid the handicapped.

Mrs. Charlotte Cling, rehabilitation counselor at Long Beach Veterans Administration Hospital, charged that some employers will not risk hiring the disabled despite existing laws against discriminatory employment practices.

She said many Vietnam veterans are not interested in long-term training programs but would prefer training centers that emphasize vocational skills.

"They (the veterans) should not have to wait for semester breaks," Mrs. Cling said.

SHE IMPLIED that the VA's current drug-abuse program is inadequate and that more programs—"probably on a state basis"—should be created to deal not only with the drug problem but also problems concerning vocational matters.

M. O. Slater, legislative coordinator for the state director of the Department of Rehabilitation, said that "any drug-abuse program, to be successful, should have a strong vocational counterpart."

There must be a job opportunity for the veteran, Slater asserted.

Frank L. LaPinta, rehabilitation supervisor of the Long Beach office of the Department of Rehabilitation, said that workmen's compensation laws need to be amended to "renew their original intent to protect the worker against loss of income."

La Pinta criticized the "blatant policy of some companies" that are more interested in preserving their capital assets than they are in the injured worker.



FAIR HOUSING RIGHTS prevailed for Nathaniel Johnson, 41, and family—wife Mary 25, and children, Chamaine, 6, and David, 4.

—Staff Photo by ROBERT SHUMWAY

How black paraplegic made history in court

By LARRY LYNCH
Staff Writer

Nathaniel Johnson is 41, black, the father of two young children, and a paraplegic who uses two short canes to push himself around on a wooden-wheeled bed.

Last June, Johnson decided he was getting "a run-around" in his efforts to rent a Long Beach area home.

It had happened before, and the first time Johnson told his wife Mary, 25, to "forget it, it's too much trouble to fight."

But this time Johnson decided "it was just a matter of not ignoring discrimination."

THE JOHNSONS took their problem to the Fair Housing Foundation of Long Beach, a private, nonprofit organization partially funded by the city.

On June 7, he and his wife attempted to inspect a home for rent at 3108 E. 32nd St., Signal Hill. The home, a large, new-looking green stucco house, sits on the north edge of the San Diego Freeway in a portion of Signal Hill that juts across the freeway toward the Bixby Knolls area.

The Johnsons said they encountered a kind of classical screening.

A sign on the lawn gave a telephone number in Signal Hill to call. They dialed it and were told by the man who answered to check with a woman in a neighboring home, who could show them the house for rent.

After a series of tele-

phone calls and conversations with the woman who was showing the homes, the Johnsons put down a \$50 deposit on the house, which rented for \$285 a month. But later in the evening, they were informed by telephone that they could not rent the home because their children—Chamaine, 6, and David, 4—were too young.

The next day, the Johnsons went to the Fair Housing Foundation, which sent out investigators. The foundation's officials decided the Johnsons had a good case, and referred them to Myron Blumberg, a Long Beach attorney who handles many of the foundation's cases.

DURING JURY selection for the court trial, which began Jan. 31, the attorney for defendants William Alexander, of El Toro, and Donald Green, of Long Beach, challenged the only five blacks on the panel.

"Watching that happen, and the questions that were asked of some of the jurors, was a worse feeling than not being able to rent the house," Mary Johnson said.

Then Thursday, when the jury was polled one by one and ruled unanimously for the Johnsons, Mary was stunned:

"They all believed us. It's like this really is America after all," she said.

(The William Alexander who runs Alexander Realty at 333 E. Pacific Coast Highway said Friday he is not the Alexander involved in this case. The defendant Alexander never appeared in court. Green, who was manager and part owner of the Signal Hill home, did testify.)

Sen. Hughes to speak

Sen. Harold Hughes, D-Iowa, will speak Wednesday at noon from the mid-campus Speakers Platform at California State College, Long Beach. His subject will be bringing peace to Indochina.

WHAT'S HAPPENING

A reminder of admission-free events in the Long Beach area

10:30 a.m.—Navy ship commissioning, Barbour County, Pier E.

1 p.m.—Open Ship, USS Hepburn, destroyer escort, Pier 16, Long Beach Naval Station, until 4 p.m. (Also Sunday 1 to 4 p.m.).

SUNDAY

2 p.m.—Meeting, Long Beach Shell Club, "West Coast Abalone Species," speaker Mrs. Bernadine Hughes, Y.M.C.A. 6th St. and Long Beach Blvd.

6 p.m.—Actors' Workshop, motion picture technique, including yoga and pantomime, Long Beach Community Improvement League Building (second floor), 2222 Olive Ave.

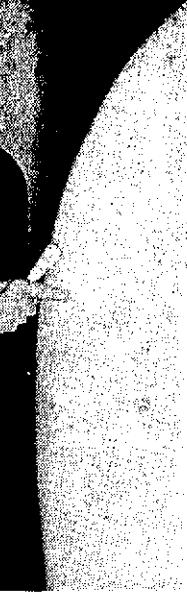
7:30 p.m.—Writers' Workshop, sponsored by Long Beach Douglass House Foundation, 1021 Lime Ave., until 10 p.m.



NO BED OF ROSES

Annual toilet race Friday at California State College, Long Beach, was no bed of roses for Alpha Omicron Pi Sorority, whose members studded flowers in the toilet bowl adorning their racer. Sorority's entry finished second to Sigma Chi Little Sisters in women's competition. More than 700 students lined the lower campus race course where nine fraternity and sorority entries were pushed by relay teams of foot-racers. Winners in various divisions were awarded symbolic trophies—golden toilet seats and bed pans—by sponsoring Theta Chi Fraternity.

—Staff Photo by CURT JOHNSON



Before the light fails

Born in France and partially blind, Mrs. Raymonde Notman needed the aid of a white cane and French-speaking tour guide Dominique Fraser when she toured Capt. Jacques Cousteau's Living Sea Museum aboard the Queen Mary Friday. Les Cohen (R), special counsel for California Museum of the Sea Foundation, said Mrs. Notman, who lives in Santa Monica, wrote to Cousteau in French. She marked the letter "urgent" and told the famed oceanographer she would like to see his exhibits before her sight is gone. She received a letter of invitation, also in French, from Cousteau's son, Jean-Michel, who helped his father build the museum. Mrs. Notman said the Queen Mary display is one of the things she wanted to see before undergoing eye surgery next Tuesday. She told Cohen she was not optimistic about the outcome of the surgery.

—Long Beach News Bureau Photo

2 sickle cell clinics slated in Long Beach

First two screening clinics in the search for sickle cell anemia and carriers of the disease will be conducted in Long Beach next Wednesday and again on March 1.

Dr. I. D. Litwack, Long Beach health officer, said the first clinic will be held from 5:30 p.m. to 8 p.m. Wednesday at Westside Neighborhood Center, 1312 W. Willow St.

Another clinic will be held 6 p.m. to 8 p.m. March 1 at King Center, 1950 Lemon Ave.

Dr. Litwack said the test will take only five minutes and results will be known before one leaves the clinic.

Minors must be accom-

panied by parents or legal guardian. Those under one year old will not be tested since screening at less than one is unreliable, Dr. Litwack said.

SICKLE cell anemia is an inherited disease found mainly in blacks.

Most trait carriers do not have the disease, and persons with the trait only may not have any symptoms. The disease itself is a serious one, however.

Clinic visitors will be given a blood test called the Sickledex, which will determine whether one possesses the sickling phenomenon in the blood. All that is required to deter-

mine this is a drop of blood taken from a finger.

This test determines who has sickle cell trait.

Those found to have the trait will undergo a second test. Here, blood will be subjected to a procedure known as electrophoresis. This will tell who has the actual disease, according to Dr. Litwack.

The laboratory of the Long Beach Department of Public Health will perform the test. Counseling will be available to victims and their families.

IT IS believed that 400,000 black Americans have sickle cell anemia and that three million carry the trait.

When both parents have the trait, there is one chance in four that a child could have the disease. If one parent has the trait and the other doesn't, a child has an even chance of carrying the trait.

Currently there is no cure for the disease, but doctors are able to treat flare-ups known as sickle-cell crisis.

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mine this is a drop of blood taken from a finger.

Jesus People need church, says young Spotlight winner

By LES RODNEY

Youthful "Jesus People" who spurn the church are missing out, says the recipient of the Spotlight Award as Long Beach's Church Youth of the Year.

Doug Tweedy, 18-year-old senior at Millikan High and long-time member of First Baptist Church, puts it this way:

"The church is organized for the Christian education, instruction and fellowship that helps one to build his faith and grow spiritually. Like the Bible says, one is still a baby when he becomes a Christian. He needs teaching, study, which the church provides, or he can't really grow."

The church, Doug says,

INDEPENDENT PRESS-TELEGRAM RELIGION

B-2—INDEPENDENT PRESS-TELEGRAM
Long Beach, Calif., Sat., Feb. 12, 1972

also is the means of getting oneself involved with others.

"Christianity is not a spectator sport, you have to get into it," he stressed in a chat this week.

DOUG TWEEDY knows about churches first hand. "I've been in First Baptist since I was a little chap. I was dedicated in First Baptist."

He is to be seen at 10th

and Pine at more than Sunday services. He teaches fifth graders in Sunday School, sings in the choir, coaches the junior high basketball team in the church's handsome gym, and doesn't miss Wednesday evening prayer meetings.

At Millikan he is currently active as leader of the Campus Life Program, an evangelistic Christian endeavor. "The training I got in church helps in this," he notes. Doug also put in a year as a volunteer helper in St. Mary's Hospital.

His over-all evaluation of the Jesus People:

"Well, in one way they helped open up a door, in making kids conscious of Jesus. They hurt in one way too, making Jesus too common, you know, like he was just a great guy. That's what I have against Jesus Christ Superstar."

"As for their helping, making more kids con-

scious, kids who are searching and want to find out more, well, that's where I feel we have to help, or that can be wasteful.

"With some kids the whole thing is just a fad when it goes no further."

IN HIS work at the high school campus, Doug relates, he does sometimes run into indifference or mild hostility.

"These may be kids who go to church sometimes but have no personal relationship with Christ," he says, "and others who have no knowledge of God at all. Their put down doesn't bother me, it's nothing personal."

"I pray for them, because they are people who need the gospel message."

Doug personally doesn't like long hair on boys, but says he would not judge an individual on that alone. "If it's kept neat, I guess . . . well, anyhow it's just not my thing."

Attending a Baptist church and being non-denominational in his evangelistic work poses no contradiction.

"It used to be a problem. I thought my church, the Baptists, were better. That's been cleared up for me. All Christians are in the same family. If I tag

myself, it's as a Christian first, then a Baptist. Really, it's not that big a deal, whether you're a Baptist or what. Well, with some people it can be a problem, when they don't put the emphasis on one's personal relationship with Jesus . . ."

He enjoys his work as Sunday School teacher. What does he teach kids at the fifth grade level?

"Oh, mostly Bible stories. I answer questions too. You know, at that age, you'd be surprised, they often know a lot more than you'd imagine. A lot of those young kids are pretty smart. They can think."

"They have a great ability to memorize at that time. Not that they'll do it, necessarily, but they can."

THE SPOTLIGHT Award was a surprise to him, until the moment of announcement at the banquet, which is sponsored by the Long Beach Area Council of Churches, and was held this year in First Baptist.

"My youth minister told me he wanted me to come, to represent the church's young people," Doug recalls. "I completely trust him. My parents knew about it all the time. There was no hint."

He chuckled. "It wasn't really a falsehood. He did want me there to represent the young people. He just left out one thing."

Doug has a sister who is a junior at Millikan, and a kid brother in the fourth grade. After graduation from high school this June, he hopes to go to Biola, in La Mirada.

"Yes, I plan to go into the ministry, in some form or other," he says. "I have something neat, and I want to share it with people."

College adopts 'pass or money back' plan

STATESVILLE, N.C. — Trustees of Mitchell College, a small, predominantly black school, have decided that beginning with the new academic year in September a student who makes a reasonable effort but fails a course will be eligible for a refund of tuition for the course.

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3434 CHATWIN, REV. JOSEPH C. MEAGOR, JR. SUNDAY SCHOOL 9:30 A.M.

WORSHIP SERVICES 10:45 A.M. & 7 P.M.

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Services: 11 A.M. & 7 P.M. S.S. 9:30 A.M.

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WORSHIP 11:00 A.M. & 7:00 P.M.

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Dr. Paul Brooks Leah, Pastor

Sunday Worship — 10:45 A.M. and 7 P.M.

Sunday School — 9:30 A.M. Training Union 5:45 P.M.

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WORSHIP 11:00 A.M. & 7:00 P.M.

WORSHIP HARBOR BAPTIST 2300 W. WARDLOW

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TRANSLATION FOR THE DEAF IN ALL SERVICES

TRUETT MEMORIAL BAPTIST CHURCH

1948 E. 20th

433-3016

SUNDAY SCHOOL 9:45 A.M.

WORSHIP 11 A.M. & 7:00 P.M.

Bill Parson, Pastor

WORSHIP SERVICES 11 A.M. & 7:00 P.M.

1ST BAPTIST OF SIGNAL HILL

1948 E. 20th

433-3016

SUNDAY SCHOOL 9:45 A.M.

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WORSHIP SERVICES 11 A.M. & 7:00 P.M.

1ST BAPTIST OF SIGNAL HILL

1948 E. 20th

433-3016

SUNDAY SCHOOL 9:45 A.M.

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Briefly...

Lenten jury, Grove scoop, prayer for President's trip

Just like that, Ash Wednesday is upcoming. From there, it's six weeks to Holy Week and the triumphant cornerstone of Christianity, Easter Sunday, which this year will be observed on April 2nd. (Last year it was April 11th.)

Many area churches will begin Lenten series next week, designed to deepen the understanding of the Easter story. One imaginative one is entitled "We the Jury" and will be a series of five "courtroom dramas" with participants serving as the jury in a reenactment of the trial of Jesus. This will be presented Wednesdays at Mount Olivet Lutheran, 4405 E. South St. in Lakewood.

GARDEN GROVE Community Church and its pastor, Rev. Dr. Robert Schuller, have pulled a coup of sorts by bringing Roman Catholic Bishop Fulton Sheen to preach at the local church. The noted radio and TV bishop will occupy the pulpit at the 9:30 and 11:15 a.m. services Sunday, March 5th. The large Garden Grove church, this area's first to build a drive-in facility for worship, is affiliated with the Reformed Church in America, which was of Dutch colonial origin.

"INSTITUTIONS" do not find many defenders these

Pastor Schuller relates that the bishop, in his note of acceptance, wrote: "I beg your pardon for the long delay to your letter, as I was trying to fit in your most gracious invitation. If Sunday, March 5th would be agreeable to you, I would be very glad to go to Los Angeles to join with you in our common service to the Word of God..."

PRAYER, NOT protest, should be the Christian response to President Nixon's forthcoming visit to Peking, says Rev. Dr. W. Stanley Mooneyham, president of World Vision International, a widely respected Protestant missionary agency.

Addressing himself to those of fellow-conservative persuasion, some of whom oppose the trip, Mooneyham says: "No one can deny that risks are involved. But good can come from the President's visit to China, and I believe we should stand behind the President with conscientious prayer that God instead of Mao will do the exploiting."

Mooneyham, who has a long background of work in Asia, played a major role in putting the Bible into modern Chinese.

"INSTITUTIONS" do not find many defenders these

days. Rev. Dr. La Vern K. Grose, editor of Lutheran World, puts in a balanced word for the institution of institutions, so to speak.

Criticism of the institutional church which maintains it is "so bad that it is not worth bothering about" ignores the "empirical necessity and inescapability of institutions," he says in the journal of the Lutheran World Federation, a theological quarterly.

Such criticism, Grose adds, "seems to imply that those who state this are so good that they are fearful of sullying themselves" by institutional involvement. Which will be recognized as being applicable to those young "idealists" who haughtily wash their hands of the complexities and problems of the world and spend their lives "finding themselves," as if there's anything much to find in disdainful, compassionless arrogance.

The Lutheran journalist makes clear that he holds no brief for the way many institutions function. He stresses the need for institutional openness to change.

"The triumphalism, the self-preservation in terms of brick and mortar and of private pastoral kingdoms, the attempts to manipulate and be served rather than serve -- all these are abuses and retrogressive of what the function of

God's people is," he says.

"While forms are inevitable, no form is sacrosanct -- they are means to an end. Thus as the pace of history accelerates so will the different forms of the institutional church need to be multifaceted and varied."

But, he says, "Much of the present anti-institutional twaddle is more rhetoric than reality. Human life is just not possible without institutional forms and organizations."

"SELFHOOD and personhood for blacks can be achieved only by teaching both Afro-American and Hebrew-Christian traditions," is the belief of the Uniters, an interracial fellowship group begun nine years ago by the late Rev. Dr. Jesse Boyd of Grant Chapel A.M.E. Church. As described more fully in an article in the Life-Style section this week, there will be a program Sunday, 3 p.m. in Covenant Presby-

terian, Third and Atlantic, featuring the fabulous Voices of Jerusalem to help with the Ethnic School being founded in memory of Dr. Boyd, who was quite a man.

You could find a lot of things less relevant to the upcoming Lenten season than this. . . . L. R.

AT NEW HOPE

Rev. Ronnie Bridgett, a graduate of Poly High, Long Beach City College and Cal State Long Beach, now a teacher for the ABC Unified School District, will speak Sunday at 3 p.m. in New Hope Baptist Church, 10th Street and California Avenue, in a youth celebration to which all the public, of all ages, is invited. Rev. Bridgett began preaching at 18.

Featured at Polytechnic High School, which enrolls the majority of black secondary students in the city, were daily intercom broadcasts of students' biographical sketches of black historical figures.

Poly's salute to black enrichment of the arts began Monday morning when recordings by Mahalia Jackson were played over the school's PA system. Other artists feted during the week ranged from opera-singer Leontyne Price to jazz-composer Ahmad Jamal and composer-stylist Roberta Flack and Isaac Hayes.

Seniors Sandra Clark and Rick Ivey were elected student representatives for Black History Week.

Motown recording star Thelma Houston, a Poly graduate, entertained the school's student body at special assemblies. The singer's husband, James Swann, director of the city's NAACP chapter and chairman of the Long Beach Community Improvement League, was guest speaker. Other performers were Lee Eddins and the Redd-Eye Express.

A fashion show of African-influenced clothes, sewn and modeled by students, was featured along with a luncheon which honored a cross-section of community leaders. Programs were coordinated through the school's activi-

Black History Week

Poly salutes notables

A national tribute to the cultural contributions of black Americans was observed this week by the Long Beach Unified School District.

Black History Week, however, is seen by school officials as "an opportunity to call special attention to a year-round teaching activity."

The annual observance, a spokesman said, is intended to enrich a cultural awareness of blacks -- not only for blacks, but all the district's students and teachers alike.

Featured at Polytechnic High School, which enrolls the majority of black secondary students in the city, were daily intercom broadcasts of students' biographical sketches of black historical figures.



BLACK HISTORY WINNERS

Poly High School seniors Sandra Clark and Rick Ivey won a school-wide election as student body representatives to preside over Black History Week.

--Staff Photo by CHUCK SUNDQUIST

ties director, Ross Shickler.

Other elementary, junior and senior high schools marked Black History Week with discussions and displays of student art work, study prints, books and records which will continue next week.

Historical and present-day achievements of blacks and other minorities are given special concern throughout the school year, officials said.

Teaching guidelines for junior and senior high school social studies classes are outlined in an annually revised periodical,

"The Negro American and Other Ethnic Groups," which was first compiled and issued to district schools in 1967 by the LBUSD curriculum office, directed by Dr. William B. Melchior.

A constant effort to obtain textbooks featuring multi-ethnic content and illustrations is another project of Dr. Melchior's staff.

Over 800 multiethnic textbooks are presently used in the city's schools with 174 elementary school books recommended by the NAACP.

300 attend student day at hospital

Long Beach high school students watched a dramatization of emergency medical treatment at the annual Medical Careers Day at St. Mary's Hospital Friday.

The students -- there were about 300 of them -- on a holiday from school -- attended the careers day, sponsored by the hospital, the Long Beach Medical Association and the Women's Auxiliary to the Los Angeles Medical Association.

Students toured the hospital departments of applied physiology and hemodialysis (artificial kidney machine) and hospital laboratories.

They saw exhibits of orthopedics, radiology, microscopic slides and pathological specimens.

Paramedical personnel and other medical professionals talked with the students about their jobs -- the education required, what they do, salaries and opportunities.

Stillwell rites slated Monday

Services will be held at 2 p.m. Monday in Grace United Methodist Church, Third Street and Junipero Avenue, for Charley Stillwell, former operator of the SS Catalina who died Thursday.

The rites will be conducted by the Big Bear Masonic Lodge. Dilday Brothers Mortuary has charge of arrangements.

Burglars get tools valued at \$1,500

Machinists' tools valued at \$1,500 were stolen from the Frank E. Kirkpatrick home at 444 Ohio Ave. by a burglar who entered through a window. Long Beach police reported Friday.

3RD GREAT WEEK.

HEAR! DYNAMIC, YOUNG EVANGELIST

CHUCK GARNER

• REV. ROGER MARK, ORGANIST

• CAROL DEJOURNET, PIANIST

7:30 P.M. EVERY NIGHT,
EXCEPT MONDAY

SUNDAY 10:45 A.M. -- GUEST SPEAKER

REV. JOHN BEARD

Your Neighborhood Church

2416 E. 11TH ST. AND JUNIPERO

700 SEATS. REV. BILLY ADAMS, PASTOR, GE 8-1395

Christian Science



Does your family have to fight?

There is a practical basis for peace in your family. You have a constant source of patience, understanding, and intelligence in God.

Bring your family to our church this Sunday and discover the qualities that make a family happy.

SUNDAY CHURCH SERVICES ARE HELD IN LONG BEACH AS FOLLOWS:

FIRST CHURCH -- 440 Elm Avenue
Church Services and Sunday School at 11 a.m.

SECOND CHURCH -- Cedar Ave. at Seventh Street
Church Services and Sunday School at 9:30 a.m.

THIRD CHURCH -- 3000 East Third Street
Church Services and Sunday School at 11 a.m.

FOURTH CHURCH -- 201 East Market St.
Church Services 11 a.m. Sunday School 9:30 & 11 a.m.

FIFTH CHURCH -- 5871 Naples Plaza
Church Services and Sunday School 9:30 & 11 a.m.

SIXTH CHURCH -- 3401 Studebaker Road
Church Services 10 a.m. Sunday School 8:30 & 10 a.m.

WEDNESDAY EVENING TESTIMONY MEETINGS
ARE HELD IN ALL CHURCHES AT 8 P.M.

ALL YOUNG PEOPLE TO THE AGE OF 20
ARE WELCOME TO ATTEND OUR SUNDAY SCHOOLS

READING ROOMS - FREE TO THE PUBLIC

110 Locust Ave.
2465 Pacific Ave.
3401 Studebaker Rd.

3232 East Broadway
5649 Atlantic Ave.
4925 East Second St.

Listen Sundays to "THE TRUTH THAT HEALS"

KNOB-FM 6:45 a.m. KFI 7 a.m. KMPC 8:45 a.m.

Youngsters compete in Valentine art contest

On your marks. Get set. Create.

And 250 laughing and chattering Orange County youngsters did just that.

They created valentines in an Old Fashioned Valentine Making Contest at Forest Lawn Memorial Park in Cypress.

At a given signal the youngsters, ranging in age from 3 to 12, rushed forward to 10 tables stacked

with construction paper, crayons, paper lace paste and began to flex their creative muscles.

Winners in various categories were:

— 9 to 12 year olds: Pam Fucci, 10, of Cypress, first place; Cami Mattson, 11, also of Cypress, second.

— 6 to 8 year olds: Lisa Wheeler, 8, of Cypress, first place; Tracy Paul, 6, Cypress, second.

— 3 to 5 year olds: Billy Barlow, 4, of Buena Park, first place; Deann Shanno, 5, Cypress, second.

Serving as judges were Mrs. John Harvey, president of the Cypress Woman's Club and Mrs. Melinda Johnson, president of the Cypress Cultural Arts Association.

City lauded on ecology

some sort of committee or agency to help on environmental problems.

After considerable study, City Manager John R. Mansell recommended, and the council approved, a program in which the Planning Commission and Planning Department are the key agencies, and which will have a citizens' advisory panel.

Machinists' tools valued at \$1,500 were stolen from the Frank E. Kirkpatrick home at 444 Ohio Ave. by a burglar who entered through a window. Long Beach police reported Friday.

El Dorado Park Church

3655 NORWALK BLVD., LONG BEACH
1/2 MILE SOUTH OF CARSON ST.

WORSHIP INDOORS OR OUTDOORS AT 9:30 & 11:00 A.M.

"Victory in Total Defeat"

Rev. William Miedema Preaching

Dial-A-Prayer
431-3521

"How to Handle Criticism"

Rev. Ken Leestma Preaching

WED. AT 7:00 P.M.

SCHOOL OF CHRISTIAN DEVELOPMENT CLASSES FOR ALL THE FAMILY

Rev. William Miedema, Pastor
Rev. Kenneth Leestma, Minister of Lay Development
Mr. Jerry Fogelman, Children's Director
Mr. Jerry Martin, Youth Director

Telcast 11:00 A.M. and 6:00 P.M., Channel 8 Long Beach

Singing Fountains Display
Sunday, 8:00 P.M.

Warm eastern weather hurts L.B. firm's profits

By ROBERT BECKMAN
Business Editor

Warmer weather than usual east of the Rockies during the last three months of 1971 caused first-quarter earnings of a Long Beach-headquartered company to suffer.

R. J. Munzer, Petrolane Incorporated chairman, said this week at an annual shareholders' meeting in Los Angeles the warmer weather reduced LP-gas volumes "affecting pre-tax earnings by an estimated \$1.5 million."

He predicted, however, results in the company's first quarter which ended Dec. 31 would be comparable to the same period of the prior year "and with reasonable weather for the balance of the winter, a 20 to 25 per cent improvement could be expected this year over the fully diluted \$2.27 per share in 1971."

The Petrolane chairman said the company anticipates a "much higher" demand for LP-gas in the years ahead with increasing use in vehicles.

Present usage, Munzer said, is being supplied domestically "but by the mid-1970s imports will be needed."

(Petrolane is completing the first tidewater terminal in this country, at Providence, R.I., for storage of LP-gas. A second, larger terminal with a 26-million-gallon capacity is to be constructed in the Los Angeles Harbor area within the next few months.)

"Continued public and official demand for pollution-free carburetion has brought increased attention to PETROLANE'S Clean Air Centers where fleet engines are converted to LP-gas," Munzer said.

"We expect the pending merger of Mark C. Bloomer Company into Petrolane will prove to be an excellent ve-

volve small businesses and consumers who don't, the results of their bankruptcies are felt by every American.

The losses written off by bankruptcy are reflected in increased interest rates all borrowers are charged and in the price consumers pay for goods and services.

Ireland confidential

Tiny rolls of microfilm crammed with huge volumes of confidential information about thousands of Americans are being flown into Shannon Airport, Ireland, in increasing quantities.

But there's nothing sinister or top secret about the operations. It's just that more and more big American and Canadian organizations are finding out that the best way of ensuring discretion and security when confidential data is being treated is to have it done 3,000 miles away.

In an age where computers are better informed than any human, vast quantities of highly confidential infor-

mation are being stored in the memory cells of computers, information such as individuals' credit ratings, income tax documents and other personal data which could be damaging if it fell into the wrong hands.

TV sets doubling

More than 370 million television sets will be sold in the United States in the next quarter century — doubling the figure for TV's first 25 years and representing nearly \$20 billion in future retail sales, Barton Kreuzer, RCA executive vice president, consumer electronics, predicted this week.

Kreuzer said the retail sales dollar forecast is "considered conservative, especially in view of the innovative consumer electronics products which are beginning to emerge from research centers.

"Total sales of the consumer electronics industry may very well aggregate a half trillion dollars (\$500 billion) before the magic year of 2000," he said. "The pros-

pects of consumer electronics are overpowering. Everything that has happened in the past promises to be dwarfed by comparison in the future."

"The industry reached record sales of 14 million sets in 1971, and by the end of the upcoming quarter century, the unit figures will be in excess of 17 million sets sold annually — with well over two-thirds of the total being color sets," Kreuzer said.

Black-and-white TV retail sales, which amounted to more than half of the total sets sold in 1971, are expected to remain above the five million set level annually through the next 25 years, Kreuzer said, with substantial demand generated by multi-set owners as well as by new applications.

By the turn of the century, he added, annual radio sales should be around 45 million units — up ten million from last year's figure. Phonographs will also continue strong contenders for the consumer's dollar, going up from the 1971 total of 7.6 million units to about 11 million a year in that same period. Fifteen million tape recorders and players will be sold annually by the year 2000, it is estimated.



EXPLAINING LP-GAS carburetion to shareholder Daniel Donahue (right) is Petrolane chairman, R. J. Munzer.



YOUNG BIDS GOODBYE... to Mrs. Van Tuyle (left), Mrs. Miner

UNITED AIR LINES HOST

Luncheon honors 2 at Buffums'

A luncheon hosted by United Air Lines at the Long Beach Petroleum Club saluted Mrs. Beulah Van Tuyle, travel agent for Ask Mr. Foster at Buf-

fums', at her retirement.

Sharing honors was Mrs. Mildred Miner, buyer for Buffums', who also had announced her retirement.

Jack Atkinson, United Air Lines district sales manager in Los Angeles, presented Mrs. Van Tuyle with a special plaque for 46 years of "outstanding

contribution to the travel industry and to the air-lines."

She joined the Ask Mr. Foster organization in 1925.

Mrs. Miner, who had been with Buffums' since 1952, received the United Air Lines Million Miler award.

Thirty Buffums' and Ask Mr. Foster executives attended the luncheon. The travel agency has been operating in Buffums' for over 60 years.

Also attending was Vaile G. Young, chairman of the board and principal executive officer at Buffums'.

Author speaks

1972 DIRECTORY OF FRANCHISING ORGANIZATIONS, Pilot Books, 347 Fifth Ave., New York 10016, \$2.

Managerial and professional layoffs are produc-

ing a new pool of potential franchisees, according to this publisher.

That pool is finding fran-

chising opportunities even

more attractive with the

advent of new federal and

state regulations aimed at

providing additional safe-

guards for people seeking

to protect their franchise

investment.

The directory presents

up-to-date information

about approximately 7000

of the country's leading

franchise firms in a wide

range of consumer product

and service fields.—RLB.

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Week's N.Y. Market Statistics

B-6-INDEPENDENT PRESS-TELEGRAM Long Beach, Calif., Sat., Feb. 13, 1972

WEEK IN STOCKS AND BONDS

Following gives the range of Dow-Jones closing averages for the week.

STOCK MARKET INDEXES

Dow Jones 903.97 921.28 903.97 917.59 903.97

Trans. 258.78 254.28 255.96 255.70 255.70

DJI 111.00 111.00 110.80 111.00 111.00

S&P 15.41 20.04 15.61 21.07 15.41

BOND AVERAGES

T-Bonds 73.70 74.73 73.73 73.92 73.70

T-Bills 45.27 46.79 45.42 45.79 45.27

T-Bill 90.25 90.25 91.51 91.51 90.25

T-Bills 84.45 84.45 84.45 84.45 84.45

NEWLY ISSUED SECURITIES

Fed. 110.73 110.73 110.73 110.73 110.73

Trans. 10.73 10.73 10.73 10.73 10.73

DJIA 11.00 11.00 11.00 11.00 11.00

S&P 1.50 1.50 1.50 1.50 1.50

Total issues 1908 1908 1832 1746 1746

New yearly highs 252 295 454 29 29

New yearly lows 12 17 4 24 24

WHAT THE STOCK MARKET DID

This Week Year-to-Date
Sales 1044 1154 1154 1154 1154
Sales 875 875 875 875 875
Advances 874 883 883 883 883
Declines 177 181 181 181 181
Unchanged 144 144 144 144 144
Total issues 1908 1908 1832 1746 1746

New yearly highs 252 295 454 29 29

New yearly lows 12 17 4 24 24

WEEKLY SALES

This Week This Week
Sales 95,504,000 116,516,242
Sales 1,000,000 1,000,000
Sales 1,000,000 1,000,000
Sales 5,000,000 5,000,000

WEEKLY NUMBER OF TRADED ISSUES

N.Y. Stocks 1,056 1,056 1,056 1,056 1,056

N.Y. Bonds 1174 1174 1174 1174 1174

American Stocks 1,173 1,173 1,173 1,173 1,173

American Bonds 1,173 1,173 1,173 1,173 1,173

Y.Y. STOCKS

N.Y. Stocks 95,504,000 116,516,242

American Stocks 31,567,000 31,268,867

World Stocks 5,000,000 5,000,000

Y.Y. BONDS

N.Y. Bonds 1,000,000 1,000,000

American Bonds 1,000,000 1,000,000

World Bonds 1,000,000 1,000,000

Y.Y. STOCK MARKET INDEXES

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Y.Y. BOND CLOSING AVERAGE

T-Bonds 73.70 74.73 73.73 73.92 73.70

T-Bills 45.27 46.79 45.42 45.79 45.27

T-Bill 90.25 90.25 91.51 91.51 90.25

T-Bills 84.45 84.45 84.45 84.45 84.45

Y.Y. BOND CLOSING AVERAGE

T-Bonds 73.70 74.73 73.73 73.92 73.70

T-Bills 45.27 46.7

American Stock Exchange

WEEK'S TRANSACTIONS

NEW YORK (AP) - American Stock Exchange trading for the week:

(thds.) High Low Last Chg.

Aberdeen 400 132 147 136 133 + 1/2

Acme Hamil 83 83 83 83 83 + 1/2

Acme Prec 13 21 21 21 21 + 1/2

Action Inst 62 32 314 232 134 - 1/2

Admiral Int'l 28 15 16 16 14 - 1/2

Aero Pst 500 122 147 136 133 + 1/2

Aerojet Corp 30 150 252 212 204 - 1/2

Aerocraft Inc 166 77 77 77 77 + 1/2

Aerospace Co 101 51 51 51 51 + 1/2

Aflit Cfo 52 33 126 126 126 + 1/2

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Wondrous program by Kertesz, Philharmonic

By DANIEL CARIAGA
Music Critic

It was a strange and wondrous program Istvan Kertesz conducted this week at the Los Angeles Philharmonic's eleventh Thursday evening subscription concert of the 1971-72 Music Center season.

Strange in the relative sense, because none of the three programmed works in familiar to a wide public, none had ever been played in the Pavilion before Thursday night, and the least-known of the three, Dvorak's Sixth Symphony, had never before been performed by the Philharmonic in its 53-year history.

Wondrous, because Kertesz, with that combination of irresistible will, outward relaxation, and apparently omniscient musicianship we noted last week at his debut, led this concert masterfully, and caused the Philharmonic to make some unexpected, radiant, and thrilling sounds.

M O Z A R T Everyone knows this orchestra does not specialize in Mozart.

U.S. population is following Greeley advice

KANSAS CITY (AP) — The nation's population center will continue its movement west during the decade of the 1970s and will creep across the Mississippi River for the first time in 1980, a financial firm's research department says.

Based on its estimates of the 1980 census and patterns of growth, the research group predicted the nation's demographic center will be near Pevely, Mo., about 25 miles south of St. Louis and six miles west of the Mississippi River.

Pevely is about 35 miles southwest of Mascoutah, Ill., the 1970 population center.

The projection was made by the research department of Waddell & Reed, Inc., a Kansas City-based national financial services complex.

What's The Siren?

The Long Beach police and fire departments answered the following emergency calls during the 24 hours ending at 8 p.m. Friday:

FRIDAY
10:13 a.m., airport standby, Long Beach Municipal Airport; 10:32 a.m., trash fire, 6125 Coke Ave.; 11:37 a.m., washdown, Pine Avenue at Ocean Boulevard; 11:49 a.m., assistance call, 415 W. Eighth St.; 11:36 a.m., box alarm, Lemon Avenue at Pacific Coast Highway; 12:07 p.m., resuscitator, 1128 Burlinghall Drive; 12:36 p.m., apartment fire, 1342 Peterson Avenue; 1:50 p.m., resuscitator, 174 Magnolia Ave.; 2:43 p.m., grass fire, South Street at Obispo Avenue; 2:54 p.m., injury traffic, 8230 Barbanel St.; 3:00 p.m., injury traffic, Tenth Street at Ximeno Avenue; 3:23 p.m., injury traffic, 52nd Street at Orange Avenue; 3:27 p.m., car fire, San Diego Freeway between Spring Street and Cherry Avenue; 3:35 p.m., injury traffic, Spring Street at Pacific Avenue; 3:51 p.m., trash fire, 6125 Pacific Blvd.; 4:29 p.m., resuscitator, 15th Street at Juniper Avenue; 4:49 p.m., car fire, Bellflower Boulevard at Atherton Street; 6:41 p.m., assistance call, 1519 Gaviota Avenue; 6:47 p.m., resuscitator, 3016 Cherry Ave.

that the transparency, buoyancy, and humor in his music come alive very seldom in LAPO subscription concerts, and that weaknesses of ensemble and less-than-perfect intonational practices have countless times been exposed on this very stage by this very composer.

Thursday night's Mozart, in the Symphony No. 33, in B-flat, was an altogether different matter.

Attacks were precise, balances were self-regulating (or so it seemed), intonation was settled. The Philharmonic hadn't played this work in all of 13 seasons, but when Kertesz put down his hands at the end of that last perfect phrase, you would have thought the orchestra performs it as often as it does the G minor. This was scrumptious, shining, self-contained Mozart, and it told us much about what a first-class conductor can do with an often-neglected (but potentially first-class) ensemble given only an ordinary amount of rehearsal at time.

The Dvorak also told what we already know: that an infrequently heard minor work, in a polished and loving performance, can excite and warm the listener as readily as any familiar masterpiece.

Kertesz coaxed the Philharmonic into playing just below its highest decibel level at the larger climaxes, into expanding its spectrum of mezzo-forte through the bulk of the piece, and into a mood of benign, as opposed to aggressive, virtuosity. They, in turn, responded with a beautifully proportioned,

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Calls Reagan proposal pathetic

State panel vetoes coastal plan

SACRAMENTO — A Reagan administration proposal for California coastline control was flatly rejected Friday by Reagan's own Advisory Commission on Marine and Coastal Resources.

The commission unanimously adopted a resolution requesting the State Department of Navigation and Ocean Development to redraw the plan along guidelines the commission has adopted over the past several years.

One commissioner was so upset with the department's preliminary proposal he called it "pathetic."

The commission also found that two bills now before the Legislature to control development on the 1,087-mile California coast-

line were more acceptable than the preliminary Reagan administration proposal.

There was no immediate indication that the department would alter its plan. The 34-member commission has only advisory power and can't compel the department to change the proposal.

But department director John Bennett told a newsman, "We're certainly not going to ignore them."

The commission's policy supports establishment regional boards to set and enforce coastline protection standards. They would be overseen by a state board.

The Reagan administration proposal would invest the power in local govern-

ment, to be guided by a state board dominated by local and state officials.

Commission members charged that the state board would become "a czar."

Commissioners called on Bennett to explain the lack of a regional structure in the administration proposal.

He said, "Our honest opinion is the best way to go in a management system is to operate within the existing framework of government and not to create a 'monster' as has been suggested, but to avoid creating another bureaucracy."

George Treichel of San Francisco State College told Bennett, "I'm just appalled at the presentation

you just made . . . The existing units have not functioned."

He said the need for regional environmental controls seems to be commonly recognized on both the Atlantic and Pacific coasts.

Treichel added, "I think you are so out of touch with reality in environmental planning . . . so far behind, it's really rather pathetic."

The department's preliminary proposal for coastline control is chapter six of the Comprehensive Ocean Area Plan ordered by the 1987 Legislature and due to be sent to Reagan on March 20.

Bennett said, "I can't predict how things will be changed" but he added he

still sees no "compelling reason" for creating a regional government to control coastline developing and zoning.

The department's proposal also got poor marks in a presentation by commission executive secretary Bruce E. Jones who compared its recommendations with the two major coastline bills now before the Legislature.

Jones matched each of the three plans with the 45 principles adopted by the commission and the score was: a bill by Sen. James Q. Wedworth, D-Hawthorne, conformed on 34 points; one by Assemblyman Allan Steroty, D-Beverly Hills, conformed on 39 points, and the Reagan plan, on just 18 points.

CLASSIFIED

OBITUARIES-FUNERALS

OBITUARIES-FUNERALS

ANNOUNCEMENTS

INDEPENDENT PRESS-TELEGRAM-C-1
Long Beach, Calif., Sat., Feb. 12, 1972

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MARAGOS, James E.
Service Saturday 11:00
a.m. at the Greek Orthodox Church, Dilday Family Mortuary directing, 1250 Pacific Ave.

MIZE, Vernon C. Service
10:30 a.m. Saturday, Hunter Mortuary Chapel.

MUMMOLO, Iverdell B. Service will be held at Cleveland, Ohio. Local arrangements by Malfit's Mortuary.

PRICE, Charles McLean. Service Saturday 3:00 p.m. Mottell's Drawing Room.

RICE, Leonora A. of Fullerton. Passed away Feb. 10. Age 91. Survived by sons, Ernest, Jack W. and Alden Rice; daughter, Mida Reno. Service Saturday 1 p.m. Paramount Mortuary Chapel. John A. Mies. Paramount Mortuary directing.

SHIPE, Marion R. Beloved father of Mrs. Phyllis Dolan, Thomas Shiye, George Shiye, Marion Shiye and Miss Pamela J. Shiye; also survived by eight grandchildren: one great-grandson, three brothers, Glenn O. O. and Orvel Barnes. Service Monday 11:30 a.m. from the Whites Funeral Home, Bellflower.

BARNES, Donald E. age 50, Palo Verde, Calif. Survived by wife, Allene; son, Raynard Lee; daughters, Donna and Linda; step-son Jim, Edward and Charlie Bryant; three brothers, Glenn O. O. and Orvel Barnes. Service Saturday 11:30 a.m. at the Greek Orthodox Church, Dilday Family Mortuary directing.

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girl friend, 21-25, no children, no
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LOST: Brown lab, blue collar, valuable papers. Reward \$100 & Amherst, 593-3921.

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Jobs Wanted 190

(MEN)

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2 YNG men w/2 near by. T.P.D. want job. Call 432-9406 for delivery or pick up. 432-9406.

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breakfast shift, willing to work weekends. Pay extra.

HOLIDAY INN

7709 TELEGRAPH RD., MONTEBELLO

WAITRESS

Attractive for food & cocktails. In bus dinner house.

SADDLEBACK INN

848-0401

WAITRESS

SPLIT SHIFT

BROWER'S RESTAURANT

2304 Pacific Ave., L.B.

Apply 3rd flr. pm. 424-1295

WAITRESSES

Apply in person. Over 35, exper. only. 24-hour coffee shop.

WATERFORD BEACH

WAITS/SHORTHORN. Part-time. Pay over 30%. Long Term Reserv. Fami. Belltr. 654-1108 after 2 p.m.

WAITRESS

527 E. 2nd St. Long Beach

WAITRESSES

Mon. thru Fri. 11 A.M. to 2 P.M.

18 & over For Carls Jr.

Restaurants

Apply At:

CARLS

3700 Atlantic Ave., L.B.

Frank Burke, Mgr.

WAREHOUSE GENERAL, 575 an. L.B. Apply 3rd flr. West Compton Boulevard, Garfield.

WOMAN to train for orthopedic & medical office. Must be experienced. Good pay, benefits. Frank Burke, 3700 Atlantic Ave., L.B.

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HOMES FOR SALE

Los Altos 1205

BIG 4 BDRM &

FAMILY ROOM

Just 2 miles to University, High & Jr. High. Nothing better for the large family plus room for boat or trailer. Submit your terms. Call 413-4463.

Sparrow Realty HA 1-9478

"A NEST FOR EVERY BIRD"

EVERYTHING YOU WANT

OPEN SUN. 1-8 A.M. 2712 SENASAC

3 Bdrm., 2 bath. 1,600 sq. ft. 2020

Family room, large deck, large heated pool, com. decked,

many, many extras. Must see to appreciate. See or call 413-5268.

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HUGE FAMILY ROOM

GOVT APPRAISED

Low down VA or FHA terms or av-

alume \$3,250.00. Large bedrooms

and bath. Call or come in. 2020 Bell-

flower. 526-4493

WALKER & LEE Realtor

3 BEDROOM & DEN

Sharp large show room, rm. &

modern kitchen. Large deck, decked

spanned with lots of glass & fine-

place overlooking ice rear yard

with deck. Bring in your offer now.

Owner's agent. 2020 Bell-flower

\$26,500 all terms.

NEYLAN REALTY 935-8434

EXECUTIVE HOME

Walk to Douglas, Excel area, cor-

ner lot, 3 br, 3 ba, baths. Exquis-

ite den, 2 firepl. 2020 W. Aljev.

5715 Lakewood Bl. Lakewood, CO 80215

ELLIS SCHRADER RLY. Open even-

ing. 2nd floor to brookline.

NEW 3-BEDRM & DEN

2008 FOREMAN 425-4715

Los Cerritos 1210

3773 Pacific Open 1 T TO 5

CUSTOM 3-BR, den, fam. rm., 4

baths. Heated filtered pool. Elec-

bit in range. WV, crpl, custom

drapes. "BY" WOLFE THERE!

REX L Hodges 422-1257

CAPE COD CORNER

Open house Sat. & Sun. - 100 E.

Bixby Road. 2 story, 3 large brs.

den, dining rm. New carpet

linoleum. 2 car ap. rent.

\$110 mo. FP \$450.

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GEORGE CAN'T LIE

And neither can we! This pro-

perty is listed as a perfect fit.

Move in today, custom built

homes on large lot in choice

NLB location. Owner's front home,

2 br. & den, rear home new, new

decked, modern kitchen, 2 car ap.

to make payments on property. A

steal at \$27,000--call for details.

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IN ALL AREAS

ATTENTION: Handymen & paint-

ers -- you can purchase a home

with your labor. Your work

counts toward your costs!

FIXER Upper \$100 down. ANYONE 2 DR.

DR. 5130. RY. 634-3430

PARK Estates 1245

4 HOMES OPEN 1-4

1300 BRYANT RD.

PRICE REDUCED TO \$79,500

3 BR, 2 bath, 1,000 sq. ft. 1000

ft. 2nd fl. 1000 ft. 1000 ft. 1000

ft. 1000 ft. 1000 ft. 1000 ft. 1000

ft

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CADS AT OSBORN'S
71 Elde Conv. 6,000 mi. \$145.00
22,000 mi. \$529.00
70 Eld 2000 mi. \$509.00
4510 mi. \$499.00
70 Sed. d'ville 18,000 mi. \$499.00
70 Sed. d'ville 27,000 mi. \$499.00
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72 Cad. d'ville immmed. delivery
Special lease plan, 12 mo. closed
in \$165 mon. 36 mos. at \$125 mon.
Call 473-0404. 10 mos. min. lease
(means 36 mos. lease + 10%
dep.)

70 Cad. d'ville 27,000 mi. immmed.
\$499.00
70 Cad. d'ville 40,000 mi. all equiv.
To Close From
Officer 10 P.M.
1545 Long Beach Blvd. 599-2444

70 Cad. d'ville 32,000 mi. 1-
\$319.00
70 Cad. d'ville immmed. \$319.00
70 Brougham, like new. \$319.00
70 Cad. d'ville 38,000 mi. all equiv.
70 Cad. d'ville 45,000 orig. miles
excellent. \$319.00
70 Sed. d'ville 59,000 mi. exceed.
Immaculate. \$319.00
70 Sed. d'ville 67,000 mi. exceed.
Immaculate. \$319.00
70 Brougham, exec. nice. \$189.00
70 Brougham, exec. nice. \$189.00
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68 CADILLACS

* 5 COUPES

* 3 SEDAN DeVILLEs

Your choice in a variety of colors
& equipment. PRICES start at
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\$3090

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Each thoroughly checked over
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The Harbor Area's Only
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71 CAD EL DO \$7195

LLOW MILLES, LOADED

Fin Avail

Chevrolet 1880

70 CHEV. Impala, cust. 2 dr., air, pw.
str. & brks, tuc. seats, Sharp! \$1750.

priv. lns. R/Hnd. cond. #159. 430

1954

70 CHEV. w/rims, pipes lowered
custom paint runs good needs
trans. work. \$400 or offer. \$26,545.

74 Chev. Imp. 2-dr. \$375

Lic. #OTL004. Dir. 865-7657

75 CHEV. 4 dr. Imp. \$150. 61 Chev.

2 dr. 150. 1400 E. Broadway.

431-7401

75 CHEV. Nova 2 dr. immmed.
in order, low mi. one owner.

75 CHEV. ufer. 433-5933

75 CHEV. 2-dr. 327 engine, stick shift,
chrome wheels, private party

days. \$250. 430-5611

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JIM SNOW FORD
HAVE A
PARKING PROBLEM
WOULD YOU PARK &
WALK 1/2 BLOCK FURTHER
To save an additional
\$100**

**OUR PRICES HAVE BEEN
DRASTICALLY
REDUCED!**

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If you come in and take a demonstration ride in a new or used car or truck, this weekend only. Limited supply. 1 per person.

**BRAND NEW 1972
PINTO RUNABOUT**



\$1975
SERIAL #2R11X137012

**BRAND NEW
1971 LTD**



\$2995
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**OVER 100
TRUCKS
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Call 634-5463

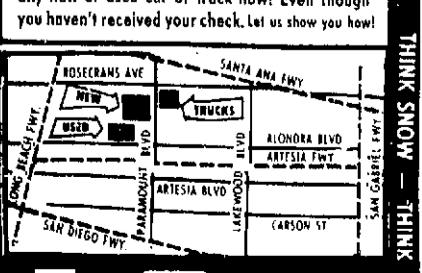
NEW '72 3/4-TON FORD TRUCK

Sports custom seat, 300 cu. in., 6 cyl., 3-speed, 800x16 8.8-ply rated tires. Serial #90206.

\$2662

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WHY WAIT?**

You don't have to wait until you receive your Income Tax Refund Check. Jim Snow Ford will apply your Tax Refund toward the purchase of any new or used car or truck now! Even though you haven't received your check, let us show you how!



Jim Snow Ford
ME 3-1107 1/2 BLOCK NORTH OF ALONDRA
PARAMOUNT ON PARAMOUNT BLVD.

AUTOS FOR SALE

Ford 1910

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'69 FORD GALAXIE

2-door hardtop

The most transportation

for the money of any car

Long Beach, equipped with

chromatic transmission, radio

heater, power steering, power

wheel covers, tinted glass etc. Lic. #2WV-100

FULL PRICE \$1499

MEL BURNS

2055 L.B. Blvd. 599-5111

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'69 FORD LTD

2-door hardtop

Automatic transmission, radio

heater, power steering, radio

wheel covers, tinted glass etc. Lic.

SPECIAL \$1895

R.O. Gould

CHRYSLER Plymouth

(Open Daily, THU 10 p.m., Inc. Sun.)

421 E. 2nd St., Long Beach

Phone 599-5111

'69 FORD FAIRLANE COPE 6 best

in class. 1970 and only 29,000 miles

Lic. YQH202 \$1600

BEACH

BEACH CITY CHEVROLET

101 E. Pacific Coast Hwy.

LONG BEACH

597-6613

'70 FORD Gal. 500 F.P. \$1550

4 dr. htd., factory air, full pwr.

many miles but very good cond.

GARDEN & SONS

2320 LONG BEACH BL. 391-2303

'70 FORD Gal. custom ... \$2388

LAKEWOOD CHRYSLER

1919 Candlewood 49-65ZK 4E-7500

'69 FORD custom 500 auto. pwr. str.

4dr. 5.0L 6-sp. 4dr. 1970 Clean

Owner. Needs paint. Lic. UJD054

Act. now! \$1895

SUNSET FORD 598-5588 484-5355

'69 FORD Falcon 2-dr. 500 F.P. \$1550

4 dr. htd., factory air, full pwr.

many miles but very good cond.

APD-A-3614

'69 FORD Fairlane 2-dr. bucket

seats, full pwr. air. Call after 11

AM-438-3614

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'69 FORD Fairlane 2-dr. bucket

C-16-INDEPENDENT, PRESS-TELEGRAM

Long Beach, Calif., Sat., Feb. 12, 1972 CLASSIFIED HE 2-999

AUTOS FOR SALE

Lincoln Continental 1930

'71 LINCOLN CONTINENTAL

2-DOOR HARDTOP

Leather interior, vinyl top

AM/FM stereo, tilt steering wheel, factory air conditioned. Perfect in every detail. \$37,800.

\$5895

Lakewood

Motors Volkswagen

1515 South Street, LAKWOOD

TG 6-0741

Mercury 1932

MERCURYS

'69 MARQUIS

\$2499

Brougham, 2 Dr., v8, pwr. str., AM/FM stereo, v8, vinyl top, cloth front seats. #YD963.

'69 COLONY PARK

\$1399

10 pass., wagon, full pwr., FACT.

AIR, AM/FM radio, luggage rack, ultra sharp. #LV1562.

'67 DR. HARDTOP

\$1399

Auto trans., pwr. str. FACTORY

AIR, styled wheels, clean as a mint.

#UL2119.

Ray Fladeboe

LINCOLN-MERCURY

17617 S. BELLEVUE

- 925-0481

'63 MERC. Meteor, new battery,

tires & brks. Runs good.

\$300 cash. #L1251.

'67 MERC. Montego, good cond.

Rear window & v8 brks. #L1252.

'64 MERC. 2 dr., clean, runs good.

\$150. 1527 Virginia, Paragon!

'70 MERC. Montego MX, V8, air, 16

MPG, make offer. #L22-266

Mercury Cougar 1938

\$1899

THE COUGAR GT COUPE

1970, 2 dr., v8, pwr. str., v8, brks, vinyl roof. #WTF130.

MURPHY LINC-MERC

1940 Lakewood Bl.

Long Beach, Calif.

'69 COUGAR V8 FACT. AIR, \$2184

LAKEWOOD CHRYSLER

4719 Cawlewood ME 4-7530

COUGAR hardtop coupe, factory

cond. 1970, 2 dr., v8, pwr. str.,

vinyl top. #L1253.

'69 COUGAR XRS 7, v8, v8, pwr. str.,

vinyl top. Must sell. #L22-939.

'69 COUGAR XRS 7, below whistl.

book, lake over vinyls. #L8-834.

'69 COUGAR XRS 7, v8, pwr. str.,

book, lake over vinyls. #L8-834.

'69 COUGAR Landau Cpe. AIR

COND. LIC. WTF1242

SUNSIDE, 2 dr., v8, pwr. str.,

vinyl top. #L1254.

'68 COUGAR V8, auto, cleanest in

state. \$800 or offer. #L22-429.

'66 COMET Caliente, low mi., V8,

269 eng., 2 dr. #L1255.

Oldsmobile 1945

APPROX. 100 OLDS

To Choose From

Dick Browning Olds

1090 L.B. Blvd. HE 6-9224

'59 OLDS htdo., v8, cond.

Very clean, reliable, pwr. str.,

Brake master, pwr. str.,

Prv. Linc. #225, 592-3722.

'68 OLDS Cutlass 4dr., v8, pwr. str.,

brks. Vinyl top. Like new.

\$1495. Firm. #L1256.

'68 OLDS Cutlass, v8, owner, AIR

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'68 OLDS Starfire, '72 2dr. Full pwr.

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\$800.

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\$1995

'67 FORD WAG.

Auto. trans., power steering, tinted glass, white walls, Linc. #L1256.

\$695

'68 AMERICAN

Rambler, incl. auto., front disc, R&H, power steering, Linc. #L1256.

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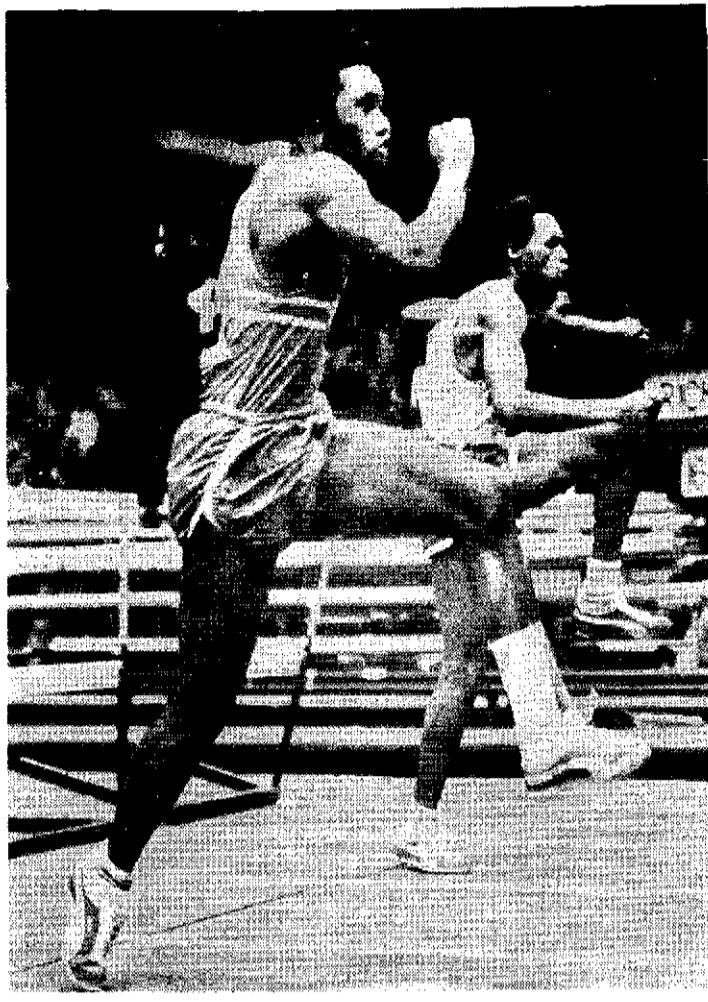
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* * * * *

Autos For Sale

Disappointing Ryun 6th; Prefontaine hums

Dyce rolls in mile run



By JOHN DIXON
Staff Writer

Steve Prefontaine ran like an Olympic Games gold medalist Friday night, and Jim Ryun ran like a fellow who will be watching the Games on television.

Prefontaine won the two-mile in 8:26.6, routing outdoor record holder Emiel Puttemans of Belgium (8:39.2) and indoor titlist Kerry O'Brien of Australia (8:39.8) by 90 yards.

Ryun ran a steady last in the mile feature of the L.A. Indoor Games. He finished sixth in 4:13.2.

Ryun owns the outdoor mark (3:51.1), the hot-house record (3:56.4), but he was never a factor Friday.

Manny Greene was inserted to establish a quick tempo. He did — 58.3 at the quarter-mile, with Ryun sixth in 59.6. Greene hit the half-mile in 2:02.4, then dropped out, as Ryun dropped even farther back into seventh place.

Francesco Arese of Italy assumed leadership for three laps, then Byron Dyce of Jamaica accelerated to the fore at the three-quarter pole in 3:04.6.

It was a two-man sprint to the tape, with Dyce the winner in 4:02.9, Arese second in 4:03.0, Gianni Del Buono of Italy third in 4:03.8, Andre De Hertoghe of Belgium fourth of 4:04.6, John Mason of the Pacific Coast Club of Long Beach fifth in 4:05.8 — and Ryun last.

The 5-9, 142-pounder, whose mouth moves as rapidly as his legs, was voted outstanding athlete of the meet.

"This was a harder race than the one at Portland because there was no one setting a fast pace. The crowd response helped. I didn't know I was running that fast, but I'm not surprised at the time. It's part of a designated plan to reach Munich, where I'll run 5,000 meters."

Prefontaine had nothing good to say about cigar smokers in the audience. "My lungs were burning. The smoke almost killed me."

Al Feuerbach of the Pacific Coast Club of Long Beach maintained his No. 1 world ranking by routing world record holder Randy Matson in the shoot-out.

Feuerbach, a comparative midget at 6-1, 245, muscled the 16-pound missile 69 feet, one-quarter inch, second on the all-time indoor list.

Feuerbach threw 69-4½ a week ago, bettering his own indoor record of 68-11. Feuerbach's series Friday was one of the best in history under any conditions: 68-4½, 67-11½, 67-1¾, 66-9¼, 67-8½ and 69-4½.

PCC teammate George Woods was second at 67-9, Fred De Bernardi third at 67-3, and outdoor record holder Matson a shocking fourth at 66-11.

"I won't make any prediction about Saturday night (in Oakland), but I can throw better than this," Feuerbach insisted. Feuerbach pointed out the obvious — "Matson is having technique problems. He's not getting enough height."

Steve Smith of Cal State Long Beach was a surprise winner over an international pole vault field. He cleared 17-½, six inches more than anyone else.

"I've had the best workouts of my life this week," explained Smith. "In practice, I'm holding a foot lower on the pole than I do in competition, and I'm clearing 16-6 easily."

Smith, a 20-year-old sophomore, was state high school champion in 1968 and '69 at South Torrance. He spent one year at USC, then transferred to Long Beach.

"I didn't like it at USC,



JOHN DIXON, Sports Editor

SATURDAY, FEB. 12, 1972

SECTION S — Page S-1

Ryun had no excuses.

"I never felt better than I did just before the race," he said. "I guess I'm just not a good board runner. I'll try it outdoors and see what happens. I think I've still got it."

Cheers from the sellout crowd of 16,104 ricocheted through Inglewood as Prefontaine took the lead at three-quarters of a mile, and as sure as a guillotine increased his margin on each ensuing lap.

Surprisingly, the 21-year-old Oregon U. junior dead-heated his career pinnacle, accomplished Jan. 28 in Portland. He was only a few ticks off Frank Shorter's American record of 8:26.2.

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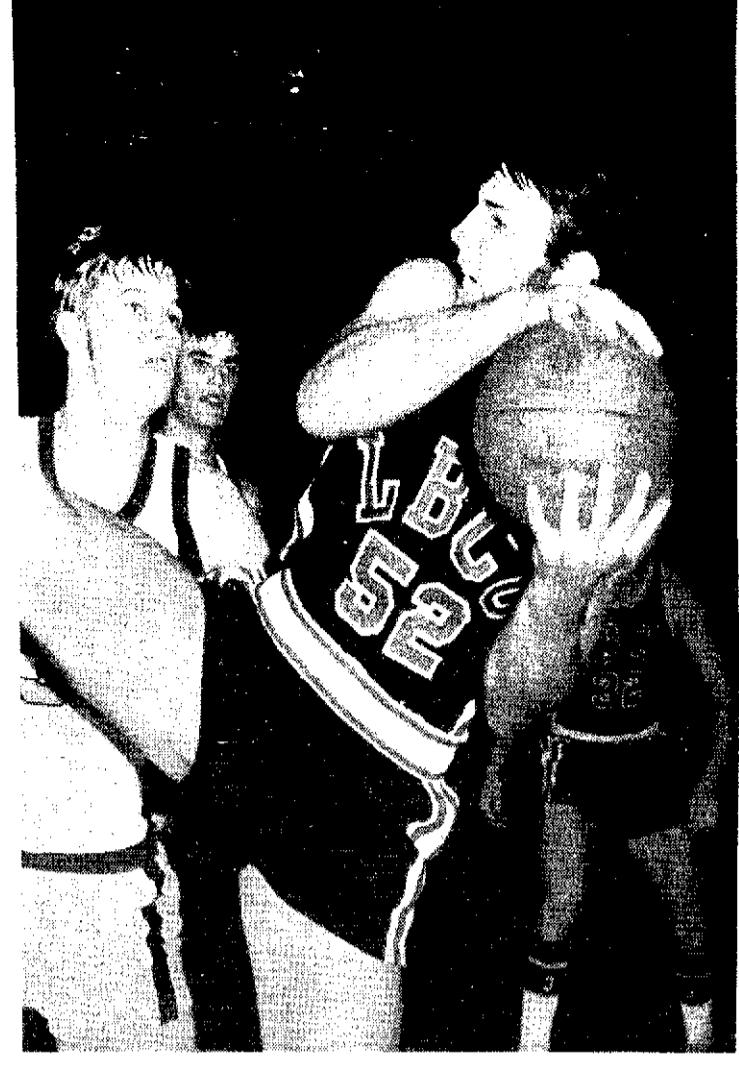
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I'LL HANDLE THIS

There's no doubt about who is in command of this rebound as Floyd Heaton of Long Beach City College puts aggressive and protective wrap on ball while El Camino's Fred Coker is reduced to gawking. El Camino was further stunned at final score as Vikings posted 89-86 victory, handing ECC its first Metro League setback.

—Staff Photo by RON CARLSON

Plante, banner Nelson spark Vikings Laker nemesis

By CHARLIE MACK
Staff Writer

There's an adage in basketball that says a team shouldn't do anything to get its opponent emotionally riled for a game.

The Long Beach City College Vikings were already emotionally high when they walked into the El Camino gym an hour before their Metropolitan Conference game with the league-leading Warriors Friday night.

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BOSTON — Reserve forward Don Nelson scored 24 points Friday night as the Boston Celtics defeated the Lakers, 121-108.

The victory, Boston's first in four games with the Lakers this season, was the Celtics ninth in a row and ended an eight-game Laker winning streak.

Boston opened up the

NBA standings

EASTERN CONFERENCE			
Atlantic Division			
Won	Lost	Pct.	GB
Boston	24	.500	—
New York	26	.470	6
Philadelphia	23	.37	383
Buffalo	17	.41	293
Central Division			
Baltimore	24	.33	421
Atlanta	27	.32	312
Cincinnati	18	.39	316
Cleveland	17	.34	383
Midwest Division			
Milwaukee	48	.13	—
Chicago	43	.17	717
Phoenix	37	.25	597
Detroit	20	.37	723
Pacific Division			
Lakers	27	.500	—
Golden State	26	.23	610
Seattle	25	.35	583
Houston	15	.46	246
Friday's Results			
Boston 121, Lakers 108			
Buffalo 92, Detroit 88			
Calif. 100, Atlanta 91			
New York 113, Milwaukee 107			
Houston 116, Baltimore 95			
Portland 110, Philadelphia 104			
(Only games played)			
Garden 101, Boston 98			
Golden State 103, Milwaukee 99			
Cleveland 110, Atlanta 104			
Baltimore 100, Buffalo 95			
Cincinnati 101, Phoenix 96			
Portland 104, Seattle 98			

game with 3:13 to go in the second quarter, outscoring the Lakers 14-4 to take a 61-48 halftime lead.

The Celtics gradually increased their lead to 96-75 after three periods. The closest the Lakers could come in the final quarter was within 10 with about 5½ minutes to play. John Havlicek had 23 points and 15 assists, while Jo Jo White scored 23, Dave Cowens 22 and Don Chaney 18.

Jerry West had 25 for the Lakers but Gail Goodrich, who had averaged 36.3 points per game in his three previous outings

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INSIDE SPORTS

- Bruins breeze, as usual. Page S-2.
- Trojan horse still kicking. Page S-2.
- Cal State eagers host San Diego St. today. Page S-3.
- Patterson put on Oscar performance. Page S-4.
- Strub Stakes presents puzzle. Page S-5.
- A St. Anthony success story. Page S-2.
- \$3 million ABA rookie vanishes. Page S-4.

(Continued Page S-2, Col. 4)

Clear the tees! Spiro tries it again today

By DOUG IVES
Staff Writer

PALM SPRINGS — Jerry Heard is the new leader of the Bob Hope Desert Classic, but he will attract several thousand fewer gallerygoers today than Doug Sanders, who is 14 strokes off the pace and in 56th position.

Sanders has a special lure in this starstruck tournament, but he was hand-picked Friday to play a round today with three

well-known box office smashes — Spiro Agnew, Bob Hope and Francis Sinatra.

The traffic around the first tee at Indian Wells beginning at 9:24 a.m. is likely to look like Grand Central Station, and all the fans will be getting their bets down on whether or not Agnew's first shot will hit a spectator.

If those odds are too good to pass up on a man who has a poor track record, what kind of figures

could you have received that Arnold Palmer, the king of the desert, would sky to a 76? But it happened Friday.

That's another story, however. All the talk around here is about Agnew, Hope and Sinatra.

"I hope he plays well and I'll help him all I can," said Sanders, referring to Agnew. "I'll find a way to get him off the first tee even if I have to throw his ball down the fairway."

Sanders expects an entertaining 18 holes, and he doesn't much care what he shoots. He expects his amateur partners to go the full route "unless Francis runs out of gasoline or Spiro runs out of golf balls."

Spiro is a 9-handicapper and takes his golf seriously. Agnew is about a 16-handicapper, and Sinatra has shot in the 80s on occasion.

Ironically, Heard will tee off at exactly the same

time as the Sanders foursome, except that the 24-year-old Visalia native will be at the Bermuda Dunes course.

Heard's playing partners will be David Stein, James Franke and Leonard Rauch, whoever they are.

Slightly more appealing on other courses will be Johnny Bench, Willie Mays, Bear Bryant, Clint Eastwood, Joey Bishop, Andy Williams, Dean Martin

(Continued Page S-4, Col. 7)

Bruins Walt(z)on; Trojans rebound

UCLA batters WSU after brief scare, 89-58

By RICH ROBERTS
Staff Writer

"I thought it would be an ideal time to come in here," shrugged Bob Greenwood, whose Washington State Cougars cured UCLA of the unbeaten blues before taking an 89-58 beating at Pauley Pavilion Friday night.

After Larry Farmer's hot hand got them off to a 15-0 lead, the top-ranked Bruins lost interest in what was to be their 33rd win in a row.

Sophomore center Bill Walton dominated as usual with 21 rebounds and four blocked shots. He also finished as the game's leading scorer with 25 points, but he wasn't until the

Cougars' 6-9 junior Mike Dolven fouled out with 13:32 to play and the score far from a runaway at 46-38.

Dolven, who didn't start because Greenwood didn't think his 205 pounds was enough muscle to handle Walton, connected on 8 of 9 field goals and all three free throws for 19 points.

"With Dolven in there all the way it might have been a close ball game," Greenwood said. "Our plan was to get him in early, but I thought we could front Walton better with Jim Nielsen and Rick Rawlings."

Greenwood added that the schedule couldn't have favored his team more if he had picked his spot.

"They were just coming off their big rival (USC), and they get Washington tomorrow (Saturday) night — everybody knows we've got a green team."

The loss leveled the Cougars season record at 9-9. The Bruins are now 18-10, although it wasn't as easy as 12,033 somewhat skeptical Pauley onlookers — and perhaps a few young players — anticipated.

"Whew," said guard Greg Lee, who didn't score a point. "Every single guy played terrible. I hope it's the last one of those."

Coach John Wooden observed, "After getting off to that 15-0 lead, we went through the motions. We just weren't mentally sharp. There were times we didn't get the loose ball because we were laggard. we didn't get rebounds that were ours for the taking and we didn't see the open man."

Was his team looking ahead to Washington?

"It would be a natural thing," Wooden conceded, "but we still should have been sharper. The turnovers are still hurting (UCLA had 18 to WSU's 20), but it's not carelessness as much as it is bad snap judgements."

The Cougars, Wooden expects, "will be much tougher in Philbin" next weekend.

It isn't easy to see how. The Bruins should be in a better frame of mind, and their mere physical advantages are obvious.

Battista hit two field goals with about four minutes remaining to bring the game to 51-49. Dave Millican sank two free throws one minute later to put the Saints ahead 52-49 and set up Lotta's three-point play.

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Speedy San Diego St. 49ers' next hurdle

By JIM McCORMACK
Staff Writer

Have Pacific Coast Athletic Assn. teams found Cal State Long Beach's Achilles heel?

"I'd have to say it's the best way to beat them," says Fresno State coach Ed Gregory, referring to Bulldog maneuvers which kept the 49ers from playing a zone defense in Thursday night's 76-79 loss.

"You have to get the lead against them and keep them from slipping back into that zone if you have any hopes of beating them," Gregory explains.

That suddenly popular theory draws another test today at 1:10 p.m. when the 49ers host San Diego State in a PCAA game.

The contest will be televised on Channel 7 and will be broadcast on KEZR-FM (96).

Cal State fans can expect tactics similar to what the 49ers saw in Fresno.

"The changes (Leonard Gray and Glenn McDonald) Long Beach made recently makes it taller," says San Diego coach Dick Davis, "but it does slow them down."

Fresno State attacked the 49ers with quickness and, since the Aztecs, if anything, are quicker, the same thing can be expected today.

San Diego has two lightning bolts for guards in Jimmy Harris and Jimmy Wilkins, a quick forward in Jeff Pete, an active center in Chris McMurray and a strong forward in Larry Jones.

Cal State coach Jerry Tarkanian still feels, however, that it is not what other teams are doing that hurts Cal State, but what the 49ers are not doing.

"We're just snakebiten," groans Tar-

kianian, "and I have no explanation for it. We're getting good shots, they're just not going down. The only thing we can do is hope we come out of it pretty quick."

About the only thing the 49ers have going for them right now is a 51-game home court winning streak.

"Playing Long Beach in its campus gym is a real frightening experience," reports Davis. "It's much like playing Pacific in Stockton where everyone is right on top of the court."

"You don't have much room off the court, and, to say the least, the fans are hostile."

Right now, the 49ers will take any edge they can find.

49ER FOOTNOTES: If the 49ers can get themselves together, they should be able to win the conference. They play their next three games — San Diego, San Jose State (next Thursday) and Pacific (next Saturday at 1:10) — at home. If they win all three, the 49ers would have at least a one-game lead going into season-ending road games at Cal State L.A. and UC Santa Barbara ...

The 49ers had a no-holds-barred team meeting — no coaches were present — following Thursday night's loss. One player told Ed Ralfeff, who was 10 of 15 against Fresno State, that he shot too much. Ralfeff scored 20 points in the Fresno game to move past George Trapp (1,099) into third place with 1,011 career points ... Gregory fell that the Bulldogs were able to beat Long Beach because Chuck Terry was 4-of-18 from the field. "Long Beach should let Terry shoot more," Gregory says, "because it's pretty hard for someone to just turn it on when a club suddenly needs him." ...

Tackle Montreal today

Kings to risk rookie goalie?

By GARY RAUSCH
Staff Writer

MONTREAL — Fred Glover finds himself in a perplexing situation today. Should he start Gary Edwards in goal for the fourth game in a row or give Billy Smith his baptism under fire? The opposition is the Montreal Canadiens.

Edwards looked overworked during the 6-1 loss in Pittsburgh Thursday

while Smith will grow stale with inactivity. The Kings coach's problem is compounded with New York on the schedule Sunday evening, the team's fourth game in five days.

The Kings are desperate for a victory to keep their rapidly fading playoff hopes alive. Can Glover

NHL standings

	East Division	West Division
Boston	38 11 8 8 211 121	109
New York	33 11 9 7 175 126	122
Montreal	30 13 10 7 203 140	121
Detroit	22 24 11 8 170 122	120
Toronto	15 22 15 9 142 156	120
Vancouver	15 32 5 35 126 181	120
Buffalo	15 31 7 13 146 205	120
Chicago	29 18 9 6 148 122	120
Minnesota	29 18 9 6 148 122	120
Califonia	18 27 11 7 155 207	120
St. Louis	15 20 8 4 151 164	120
Philadelphia	15 20 8 4 151 164	120
Pittsburgh	15 30 9 29 130 173	120
Kings	15 35 7 37 138 173	120

Friday's Games

No games scheduled
Kings at Montreal
Trotter at Boston
New York at Pittsburgh
Califonia at Chicago
Chicago at Detroit
Philadelphia at Minnesota
Vancouver at St. Louis

risk using Smith, the raw rookie? Will he push Edwards to the point of exhaustion?

Southern California hockey fans can view the ultimate decision over Channe 5 at 10:30 a.m.

Les Canadiens put it all together in routing Chicago, 7-1, Thursday. Frank Mahovlich, whose play runs the gamut from all-star to lethargic, was never better with a goal and four assists.

Rookie Guy Lafleur, who plays center between Frank and his brother Pete, scored his third hat trick while Pete was content with a goal and assist.

Perhaps Pete has heard the rumors of his impending trade to Philadelphia for Bobby Clarke. Montreal did lose 24-goal scorer Marc Tardif for today's game with bruised vertebrae.

Tardif may also be on the block before long. He's been offered a three-year contract of more than \$200,000 by three different World Hockey Assn. clubs.

Earlier is the season. Phil Rohero talked with WHA representatives and was on his way to St. Louis the next day. Then there's goaltender Ken Dryden, reputed to be negotiating with the WHA Sharks.

General manager Sam Pollack isn't about to part with this rookie whiz, though. He's lost only once in his last nine starts and appears a solid bet for rookie of the year honors.

Glover only wishes he faced such problems.

Gabe says he sought coach job

RALEIGH, N.C. (UPI)

— Rams quarterback Roman Gabriel applied for the head football coaching job at North Carolina State University at the end of last season.

"If State had offered me the job I would have taken it," Gabriel said in an interview with Bruce Phillips, sports editor of the Raleigh Times.

Gabriel, a former star at NCSU, said "I thought of retiring at the end of last season."

"I applied for the head football coaching job at North Carolina State," he said. "The reasons I applied were my legs were still bothering me at the time, I'd have a chance to coach at my old school, and I could go out (of pro football) on top."

Gabriel said he received a telegram from Willis Casey, the athletic director, informing him that the school had hired Lou Holtz from William and Mary and that he would receive a letter.

"I never received a letter," said Gabriel. "I was disillusioned. Upset."

"I was very serious about the state job," he said. "I know I could have been a winning coach."

Cypress romps in OCC tourney

Cypress College stormed Golden West for six runs in the fifth inning and went on to an 8-3 victory in the championship game of the Orange Coast baseball tournament Friday.

Santa Ana won the consolation crown, shutting out Orange Coast, 3-0.

Cerritos scored 11 runs the first four innings and riddled El Camino, 11-1, for the consolation title in the Cerritos tourney.

Long Beach City College takes on its alumni in a doubleheader today at 11 a.m.

Orange Coast Tournament game.

Consolation Championship

Orange Coast 000 000 000 5 3

Morris & Wilson vs. Klongrester, Selby 5; Lundgren 9; and Bulling.

Correspondent: Mike Wozniacki

CERRITOS TOURNAMENT

El Camino 000 000 000 1 3 1

Cerritos 000 000 000 1 3 1

Bordley, Creek (4); Roberts (5);

Schwin (5) and Schaffter, Hancock (5);

Brinkley (5); and Williams, Winner (5).

Winner Bracket—LACC 11, Compton 1.

Correspondent: Ted Fager

Scrimmage

Bio-Hondo 000 000 000 1 3 1

L.B. City Col. 000 000 000 1 3 1

Golshene and Harrington, Bachman and Fosper.

Rio Hondo 000 000 000 2 3 1

L.B. City 000 000 000 2 3 1

Fuller and Harrington; Quarn, Tosta-

(5); Samostian (7) and Jackson.

Correspondent: Ted Fager

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Fuller and Harrington; Quarn, Tosta-

(5); Samostian (7) and Jackson.

'Little' men provide big NBA returns

Combined News Service

The "little" men of the National Basketball Assn had a field night Friday.

Jerry Lucas, yielding several inches to Kareem Abdul-Jabbar, scored 29 points to lead New York over Milwaukee, 113-107.

Lucas hit short and medium range jump shots all night to lead the Knicks past Milwaukee. Earl Monroe came off the bench and scored 13 of his 21 points in the second half while Walt Frazier added 21.

The Knicks led 89-76 going into the final quarter but the Bucks closed the gap to 102-99. Baskets by Bill Bradley and Lucas gave York a 106-101 lead.

New-look Nets win with Barry

Combined News Service

The New York Nets, led by Rick Barry's 45 points, celebrated their move into the new Nassau Coliseum with a 129-121 victory over the Pittsburgh Condors Friday night before a club record crowd of 7,802.

The Nets started out in the ABA five years ago at the Teaneck Armory in Teaneck, N.J. when they were called the New Jersey Americans. They moved after a year to

ABA standings

	East Division	West Division	GB
Kentucky	Win 45	Loss 76	10
Virginia	23	73	10
New York	23	41	10
Conn.	23	41	10
Floridians	23	36	9
Pittsburgh	23	36	9
Utah	23	35	9
Indiana	13	75	8
Dallas	13	75	8
Atlanta	13	75	8
Gardners	13	75	8
Fri. Day's Results			
Utah 119, Indiana 113			
Conn. 119, Pittsburgh 121			
Utah 110, Denver 109			
Floridians 129, Memphis 119			
Only games scheduled.			
Denver vs. Indiana.			
Virginia vs. Utah.			
Only games scheduled.			
Technical tools—Milwaukee, coach Cosello. A-10-746.			

Knicks 113, Bucks 107

New York (112) — Milwaukee (107)

Bradley 6 1-1 13 Dodge 6 1-1 13

Dobbs 5 5-6 13 Perry 4 0-1 8

Brown 5 5-6 13 Parker 16 5-8 32

Battell 12 5-6 13 Johnson 16 5-8 32

Frazier 5 5-7 21 McCollum 10 2-3 27

Jackson 5 5-7 21 Block 0 0-1 0

Monroe 9 0-0 9 Johns 0 0-1 0

Menard 9 0-0 9 Kimball 0 0-0 0

Ruckley 0 0-0 0

Totals 46 21-26 113 Totals 47 13-21 107

New York 34 13-21 107 Milwaukee 34 13-21 107

Fouled out—None. Total fouls—New York 19, Milwaukee 21.

Technical tools—Milwaukee, coach Cosello. A-10-746.

Bulls 102, Hawks 91

Atlanta (11) — Chicago (10)

Adams 6 5-5 11 Love 10 4-4 22

Christie 1 0-1 2 Walker 10 4-4 22

Gilliland 6 5-5 11 Bazzano 7 1-0 6

Hallinan 4 1-2 9 Bay 7 1-0 6

Hudson 12 5-6 13 Weiss 4 2-4 16

Mervich 1 0-0 0 Young 6 0-0 0

G. Frantz 1 0-0 0 Muller 6 0-0 0

Washington 5 0-0 0 Porter 6 0-0 0

Marvin 5 0-0 0 McElroy 1 0-0 0

Totals 36 18-23 91 Totals 44 14-12 102

Atlanta 22 23 21 22 23 91

Chicago 28 24 27 23 102

Total foul—None. Total foul—Atlanta 23, Chicago 23. A-11-116.

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Atlanta 22 23 21 22 23 91

Chicago 28 24 27 23 102

Total foul—None. Total foul—Atlanta 23, Chicago 23. A-11-116.

Bucks 95, Pistons 88

Detroit (11) — Buffalo (10)

Chapie 6 5-5 11 Curham 6 5-5 21

Clark 8 5-5 11 D'Amato 6 5-5 21

Dressler 3 0-0 0 Gibbons 9 0-0 0

Johnson 0 0-0 0 Lanz 2 2-3 13

Martin 8 2-3 26 Mazzullo 10 8-10 28

Murphy 3 0-0 0 Newlin 2 2-3 13

Reardon 3 0-0 0 Smith 2 2-3 13

Trotter 2 2-3 26 Vaseline 1 0-0 0

Totals 38 19-45 95 Totals 47 22-28 112

Baltimore 20 12-28 114

Foul foul—None. Total foul—Baltimore 20, Milwaukee 20. A-4-68.

Bucks 116, Bullets 95

Baltimore (95) — Houston (114)

Chapie 6 5-5 11 Curham 6 5-5 21

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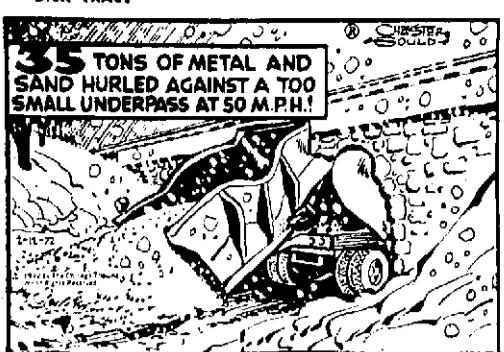
Bucks 116, Bullets 95

Baltimore (95) — Houston (114)

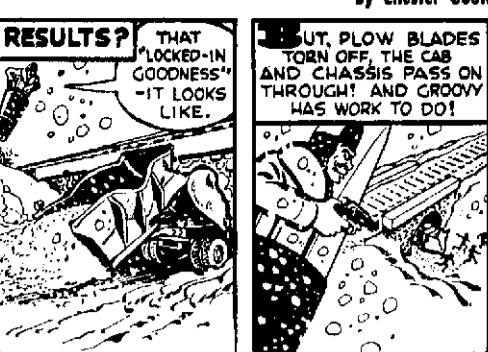
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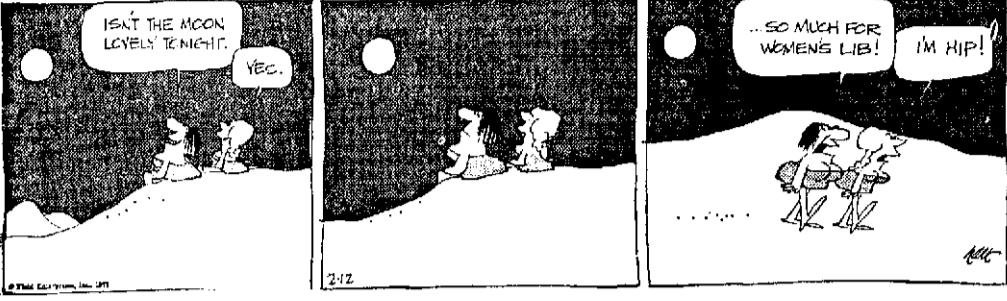
DICK TRACY



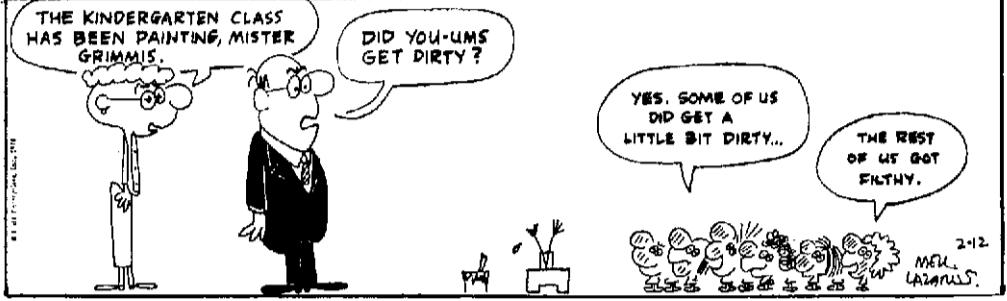
B.C.



By Johnny Hart



MISS PEACH



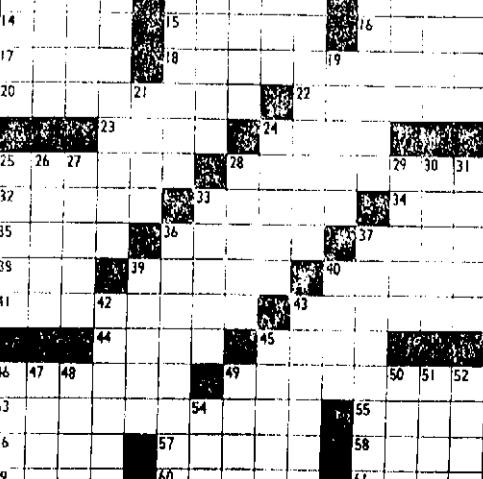
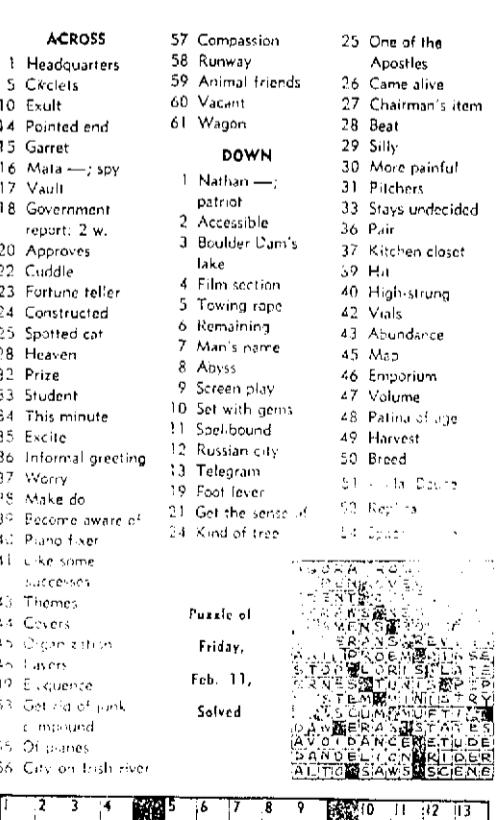
ANIMAL CRACKERS



EB and FLO



CROSSWORD PUZZLE



By Chester Gould

L'L ABNER



TEMPTATION!



SHE'LL BE SO REPULSIVE TO MR. SWEETPANTS THAT MISS BLUEBIRD WILL LOOK GOOD TO HIM AGAIN!!

By Al Capp

TUMBLEWEEDS



FINE! WHAT CAN I DO TO GET RID OF MY WRINKLES?

MAKE AN APPOINTMENT

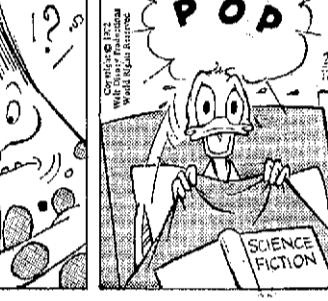
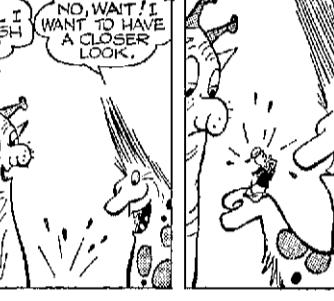
By Tom K. Ryan

MARK TRAIL



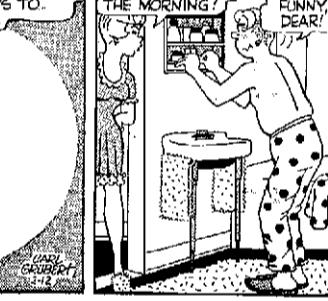
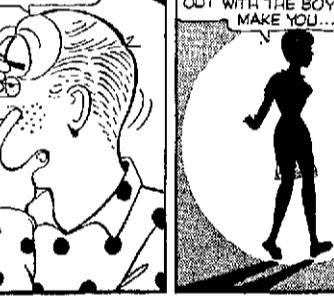
By Ed Dodd

DONALD DUCK



By Walt Disney

THE BERRYS



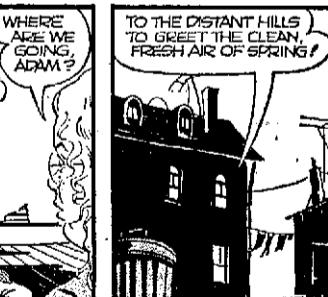
By Carl Grubert

STEVE ROPER



By Saunders and Woggar

JACKSON TWINS



By Dick Brooks

ARIE



By Bob Montana

LITTLE ORPHAN ANNIE



By Bob Montana



2-12-72

YOUR HOROSCOPE
by JEANE DIXON

Forecast for Sunday

Your birthday today: Later on you're apt to recall this year as a time of tipping delicate balances in first one field of action, then another. You learn to call for particulars and to avoid loose promises. Today's natives tend to extremes, benevolent to friends, intolerant of competition.

Aries (March 21-April 19): Action taken today is productive of permanent results, including side effects. Think what you're doing; go about it systematically.

Taurus (April 20-May 18): Bring others with you as you serve worthwhile causes. The arts and music should figure strongly in your planning.

Gemini (May 19-June 17): More people are ready to join forces with you than you can cope with at the moment. Off-hour travels bring excitement, interesting results.

Cancer (June 18-July 22): Do the expected Sunday rituals in dignity; pursue the beautiful side of your daily living. Believing the best tends to inspire positive changes in those you care about.

Leo (July 23-Aug. 22): Following a course of moderation brings serenity and a broader base for successful contact with people you wish to know better.

Virgo (Aug. 23-Sept. 22): Gather people around you, or-

ganize family and group cooperation, conciliate those of differing opinions. Your own views do come out clearly for all to hear.

Libra (Sept. 23-Oct. 22): Put your best foot forward; a thorough personal triumph may be yours in accord with your serenity, how you aspire.

Scorpio (Oct. 23-Nov. 21): Seek a stable, normal path this coming Sunday. There are quite a lot of good habits to practice, bad custom to abandon, people needing a word from you.

Sagittarius (Nov. 22-Dec. 21): A minor windfall and cheerful news are headed your way. Be alert and active in the affairs of your neighborhood.

Capricorn (Dec. 22-Jan. 19): So many ideas and bits of information occur to you today that defy description or can't be freely discussed without fear of being misunderstood. Talk about things you can share.

Aquarius (Jan. 20-Feb. 18): Energy and confidence come to you now. As you make the rounds, ideas for future ventures come to mind. Begin planning.

Pisces (Feb. 19-Mar. 17): Social activity turns out pleasantly enough, including emotional echoes from the long ago past. Keep moving, get the most and best from all phases of daily living.

New era dawning for movie industry

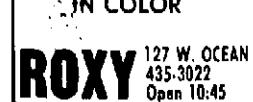
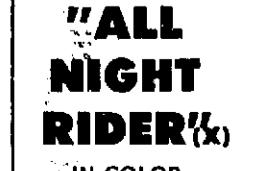
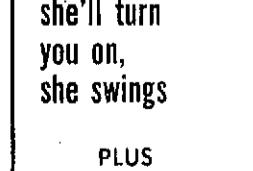
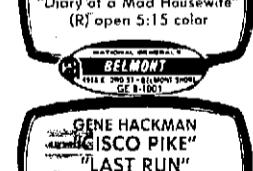
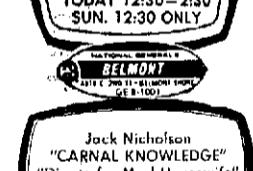
By BOB THOMAS

HOLLYWOOD (AP) — The movie industry is beginning to see some daylight through the dark clouds that have caused gloom for the last five years.

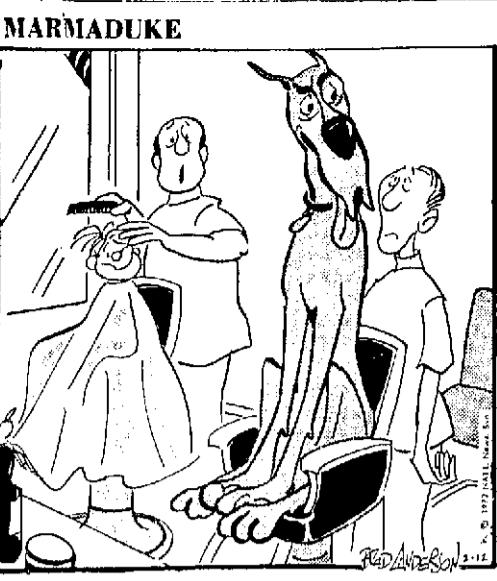
"This year will be better." That's the cautious optimism of most leaders of the film business. Their caution is natural; 1971 was not a good year. But certain indications point to improvement in 1972 of the long-ailing industry.

Says Robert Evans, pro-

NATIONAL GENERAL THEATRES



TeleVues



"Try sprinkling hair tonic on his head and yelling 'next!!'

TOP VIEWING TODAY

BASKETBALL: Long Beach State 49ers vs. San Diego State, 1 p.m., Ch. 7; Oregon vs. Stanford, 2:30 p.m., Ch. 5; UCLA vs. Washington, 11 p.m., Ch. 5; USC vs. Washington State, 11 p.m., Ch. 11.

GOLF: Bob Hope Desert Classic, 2 p.m., Ch. 4; CBS Golf Classic, 3 p.m., Ch. 2; Lee Trevino premieres a "golf for swingers" series, 5 p.m., Ch. 9.

WINTER OLYMPICS, 3:30 p.m., 8 p.m., 11:30 p.m., Ch. 4.

RADIO

KABC - 790 KFI - 640 KGIL - 1260 KMPC - 710 KRLA - 1110 KALI - 1430 KFOX - 1280 KGRB - 900 KNX - 1070 KYIM - 1460 KBIG - 740 KFWB - 980 KJH - 930 KOGO - 600 KWIZ - 1460 KBBO - 1500 KGBS - 1020 KKR - 1220 KPOL - 1540 KWWK - 1300 KOAY - 1580 KGFR - 1390 KIEV - 870 KREL - 1370 KWOW - 1600 KEZY - 1190 KGFI - 1230 KLAC - 570 KIIS - 1150 XPRS - 1080 KFAC - 1330 XTRA - 690

SATURDAY, FEBRUARY 12, 1972

11:00 a.m., KFAC—Metropolitan: La Forza del Destino
11:00 a.m., KFI—NHL Hockey: Kings at Canadiens.
3:40 p.m., KNX—Olympic Report, Don Marsh
8:00 p.m., KMPC—Pac-8 Basketball: Wash. at UCLA
8:00 p.m., KFI—Pac-8 Basketball: WSU at USC

TELEVISION LOG

KNXT Channel 2 KHJ Channel 9 KCET Channel 28
KNBC Channel 4 KTTV Channel 11 KMEX Channel 34
KTCA Channel 5 KCOB Channel 13 KLXA Channel 40
KABC Channel 7 KWHY Channel 22 KBSC Channel 52

An * indicates B-W. Other shows in color.

SATURDAY, FEBRUARY 12, 1972

*PAID ADVERTISEMENT 6:30
7 The Black Experience
11 Let's Rap with Alicia 7:00 A.M.
2 Latin-Amer. Literature
4 Dr. Dolittle (cartoon)
7 Will the Real Jerry Lewis Please Sit Down?
11 Thunderbirds (cartoon)
13 Spiderman (cartoon) 7:30

2 Dusty's Treehouse
3 Deputy Dawg (cartoon)
5 Nutrition: Sugar
7 Road Runner (cartoon)
9 Movie: "Canon City," Scott Brady ('48, Prison break time)
11 Brother Buzz
13 Beetle Bailey 8:00 A.M.

2 Bugs Bunny (cartoon)
4 Woody Woodpecker
5 Popeye and Friends
7 Funky Phantom
11 Movie: "Spooks Run Wild," East Side Kids, Bela Lugosi ('41)
13 Samson (cartoon) 8:30

2 Scooby-Doo, Where Are You? (cartoon)
1 Pink Panther Meets the Ant & The Aardvark
7 Jackson 5 (cartoon) 9:00 A.M.

2 Harlem Globetrotters
4 The Jetsons (cartoon)
5 Movie: "Night of Jan. 16," Robert Preston ('41)

7 Bewitched, Montgomery
9 Movie: "Overland Pacific," Jock Mahoney ('51)

13 Apartment Hunters
3 Cine en su Casa 9:30

2 Help! It's The Hair Bear Bunch (cartoon)
4 Barrier Reef ('48)
7 Lidsville, Butch Patrick 9:50

11 Movie: "Code 615," Clayton Moore ('66) 10:00 A.M.

2 Pebbles, Bamm-Bamm
4 Take a Giant Step
7 Curiosity Shop ('4) 10:30

2 Archie's TV Funnies
5 A Town Invites You
9 Movie: "Black Butt," Dan Durveaux, Yvonne DeCarlo ('48)

13 Bospel Singing Jubilee 10:55

5 Kings Warm-Up 11:00 A.M.
2 Sabrina, Teenage Witch
4 Mr. Wizard: "Inside a Volcano," Don Herbst ('41)

7 NHL Hockey: Kings at Montreal Canadiens
7 Jonny Quest (cartoon)
13 Kelly Wells 11:30

13 Lucha Libre (wrestling)
2 Josie & The Pussycats
4 Bugaloos, Martha Raye
7 Lancelot Link & the Secret Chimp Show

11 Expansion, Tony Gargia. Rehabilitation of convicts.

Hands to talk on Monday

By GEORGE ERES
TV-Radio Editor

More TV as an educational toy will be offered in a new series starting Monday on NBC. "Talking hands" will be employed on occasion to aid deaf children to participate in the program.

The network show beginning the Monday-through-Friday run at 3 p.m., Ch. 4, is called "Watch You Child The Me Too Show."

The series is designed for preschoolers and their parents and aims at showing children "how to learn-through-play." Teachers specializing in various learning areas will appear each week, along with TV personalities.

Lorne Greene will be on the first week and others scheduled to appear and read stories for the series are Martin Milner, Doc Severinson, Ed McMahon, Dennis Weaver, Joe Garagiola, Raymond Burr, John

Chancellor and Pearl Bailey.

THE "WATCH YOU CHILD" aspect of the show, explains the network, is directed to the parent, who will observe the child "learning-through-play."

The "Me Too" is "aimed at the child who will be asked to participate in the program by doing certain things in the home during and after viewing."

Film, animation, slides, tapes and electronic effects will be used on the show. A puppet family of four koala bears and a fifth puppet called Mr. Machine have been created by puppeteers Paul and Mary Ritter for the show.

Information superimposed at the bottom of the screen will be aimed at the parent. A pair of "talking hands" in the upper corner of the screen will be used from time to time to aid deaf children.

"THE NAME OF THE GAME" network series

which once aired on NBC's Ch. 4, will start reruns on CBS' Ch. 2 at 11:30 a.m., Sunday. The series stars Gene Barry, Tony Franciosa, Robert Stack and Susan Saint James. The show will air as a weekly series.

Ch. 2 at 3:30 p.m., Monday begins a celebrity game show with Lyle Waggoner as the daily host. Don Knotts and Howard Keel will be celebrity guests for the first week along with Suzan Sheppard as Knott's partner and Keel's wife Judy as his partner. Couples are asked questions about how well they think they know each other.

THE "TODAY" show on Ch. 4, will begin a three-part interview with Vice President Spiro Agnew during the 7:30 to 8 a.m. segment. Monday, Bill Monroe and Herb Kaplow conduct the interview.

RADIO NOTES: The Metropolitan Opera broad-

cast at 11 a.m. today on

KFAC (1330, AM: 92.3, FM), is Verdi's "La Forza del Destino," conducted by Michelangelo Veltri. Principal roles are sung by Leontyne Price, Nedda Casei, Carlo Bergonzi, Kostas Paskalis, Cesare Siepi and Fernando Corena.

KMPC (710, AM) at noon, Monday and Tuesday, will air "Rhapsody in Gershwin," a six hour radio show featuring the works of George and Ira Gershwin.

Jack Lemmon and Wink Martindale will cohost the show and participants scheduled to comment and offer their reminiscences include Peter Nero, Steve Allen, Oscar Levant, Edward G. Robinson, Leslie Uggams, Johnny Mathis, Jack Jones, Ella Fitzgerald, Andy Williams, Ethel Merman, Barbara Streisand, Arthur Freed, Andre Kostelanetz, Arthur Fiedler, John Green, Marilyn

Games (Sapporo): men's slalom finals,

gold medal hockey game

7 Movie: "Journey to Shiloh," James Caan

13 Movie: "The Fugitive Kind," Marlon Brando, 12:30

5 Movie: "South of Pago Pago," Victor McLaglen, Jon Hall ('40)

1:00 A.M.

4 Speaking Freely, Bayard Rustin

9 Movie: "Cry of the Be-witched," Ramon Gay

11 Movie: "U-238 & the Witch Doctor," "The Abductors" and "Lafayette"

13 Movie: "Green Bud-dha," Wayne Morris, 1:15

2 Movie: "Tripoli," John Payne, Maureen O'Hara, 2:45

2 Movie: "Missile Mon-ters," Walter Reed ('58)

11:30

4 XI Olympic Winter

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Rip Gilbert was telling me about the unusual gift he bought his son Todd for last

Christmas which was an Aborigines boomerang imported from Australia, but added that the young lad had not even tried it out until yesterday!

Curious as to why the boy would wait so long to try out such an exciting present, Rip explained to me that it wasn't because his son was disappointed with it — it took him that long to throw the old one away!!!

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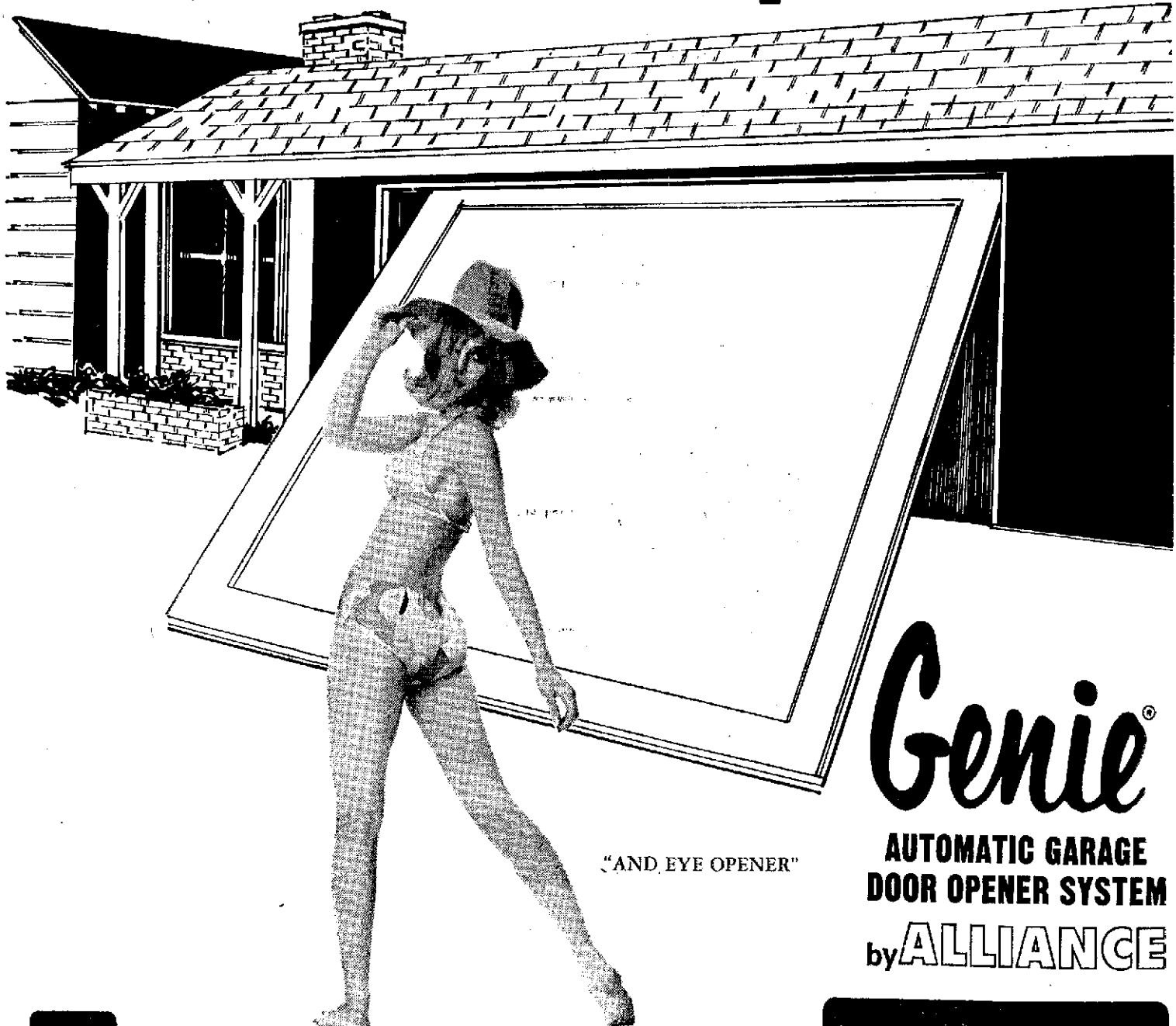


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In honor of our "Professional" Salesmen of today. To bring a deeper realization of the importance of the salesman as the prime factor in sustaining a prosperous and free economy, we salute you, Mr. Salesman.



Every salesman knows the value of a good door opener



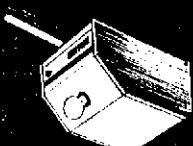
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PRESIDENT'S MESSAGE

The Sales and Marketing Executives of Long Beach are proud to sponsor this supplement in the Independent, Press-Telegram, during National Salesman's Week. SME-Long Beach was founded in 1949, and has been an active, vigorous association ever since. Its activities are directed toward the interests of sales and marketing professionals. Its membership is composed of men with responsibilities at the executive level in sales, marketing, management, marketing research, sales training, or other managerial aspects of distribution. It is the local representative of a world wide professional society of over 25,000 members in 50 nations.

TRAVIS A. MONTGOMERY

Salesmanship has been described as the link that ties all of the efforts of an enterprise together. For, nothing happens until someone sells something. We are most happy to salute those salesmen who have done such an outstanding job during the past year, in tying the efforts of their enterprise together, through professional salesmanship.

The field of sales has for many years been "number one" on the list of top paying professions. SME-LB works closely with the five local high schools, Long Beach City College, and Cal State Long Beach, in encouraging students to enter this most rewarding of professions. Last year, over 30 appearances were made by members of SME-LB at the local schools, giving students an opportunity to talk first hand with sales professionals about the profession, and its opportunities.

Today's world is an ever changing entity. And sales and marketing professionals find themselves right in the middle. They must constantly be aware of the new demands of today's consumer, and take the steps necessary to meet those demands.

Marketing professionals are also playing a key part in the promoting of world trade by lending their skills to developing countries for the training and introduction of new marketing ideas and techniques. World trade is one of the major paths to world peace, and American marketers are playing a significant role in the realization of world peace.

The membership of SME-LB is proud of its place in the free enterprise system, and takes pride in saluting outstanding representatives of the profession, and encourages thoughtful consideration of a career in the field of sales and marketing. Remember, nothing happens until someone sells something.

Travis A. Montgomery
President
Sales & Marketing Executives
of Long Beach

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OFFICE OF THE MAYOR
CITY HALL
LONG BEACH, CALIFORNIA

EDWIN W. WADE
Mayor

PROCLAMATION

WHEREAS, salesmen through their efforts motivate the economy by creating markets for products and services and by establishing channels of distribution in goods produced; and

WHEREAS, salesmen have contributed immeasurably to the City of Long Beach's economic health, stability, and prosperity, as well as that of the State of California and our nation; and

WHEREAS, Los Angeles County is one of the largest retail and marketing centers in the United States and the percentage of people employed in the sales profession here is higher than in any other area in America; and

WHEREAS, salesmen thus represent the driving force behind the American free enterprise system;

NOW, THEREFORE, I, EDWIN W. WADE, Mayor of the City of Long Beach, with the unanimous consent of the City Council, do hereby proclaim the week of February 6 through February 12, 1972, as NATIONAL SALESMEN'S WEEK in Long Beach and urge the residents of this city to honor those thousands of our citizens who earn their livelihood and contribute to our community through their efforts as members of the selling profession.



Edwin W. Wade
EDWIN W. WADE
Mayor

Dated: 25 January 1972
Long Beach, California

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TODAY'S SALESMAN

SME-I is known for its contributions in raising professional standards and prestige for the past 32 years. Findings of a recent Wilbert J. Miller & Associates study prove the point:

Keting men. Nearly 15 per cent of today's salesmen earn \$25,000 per year or more, 17.3 per cent make nearly \$20,000, and 36.2 per cent make more than \$10,000 per year.

Today's salesmen stand tall with management in other ways, too. A Klein Institute for Aptitude Testing survey polled executives representing corporations with a net worth of a million dollars or more.

Nearly 80 per cent said the salesman's job in their companies is becoming more important.

Further, these executives back theory with action: 74 per cent employ more salesmen today than they did five years ago.

Other Klein Institute findings:

- More than 60 per cent of firms recently increased budgets for personal selling. Nearly half expect to increase investment in

personal selling again within the next five years.

Would today's top executive suggest selling experience to his son? Almost all said yes. How many started their own careers in selling? 41.7 per cent.

What is the most important marketing factor today? Personal selling was cited 34.3 per cent of the time. Next closest category: research and development (23 per cent).

What do top managers think about salesmen? A total of 87 per cent believe salesmen have high professional standards. More than 92 per cent rank the salesman's social status as "equal or better than average." And 90.2 per cent cited salesmen's ethics as "high."

Caliber of individuals entering the field has risen rapidly, too. Nearly 90 per cent of today's professional salesmen have had college training.

Stability within the field is duly noted. More than 76 per cent have been in sales and marketing for longer than ten years. Nearly 40 per cent have more than 20 years experience.

And business management recognizes the true worth of mar-

SME, LONG BEACH COMPANY MEMBERS

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GARY LAWSON
DISTRICT SALES MANAGER
ORANGE COUNTY



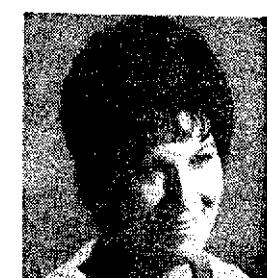
JIM SELOVER
"WINNER'S CIRCLE"

STATEMENT OF POLICY

We are dedicated to employing only full time salesmen, continuous sales training, continuing the development of new selling tools and sales aids, and refusing to take on sidelines which would dilute our service or interfere with our clients' best interests. Because of these disciplines our salesman production is three times higher than the average and 40% more of our listings sell than those of our competitors.



DOROTHY BAILEY
"WINNER'S CIRCLE"



BETTY SUMPTER
"WINNER'S CIRCLE"

Ollie Speraw PRES.

SALES and MARKETING EXECUTIVES INTERNATIONAL

SME-I, professional society of more than 240 clubs throughout 48 nations, serves three world-wide groups: the public at large, the business community, the marketing professional.

Within that context, SME-I has established eight guidelines to programming. Every SME-I activity serves at least one goal. Most projects contribute to several. SME-I activities are designed to:

1. Encourage people-to-people contact between marketing professionals of the world — complementing government-to-government economic assistance programs already in effect.

2. Export marketing know-how from highly industrialized nations — represented in SME-I membership — to developing and emerging nations throughout the world.

3. Make regular contributions to the upbuilding of the global business community by fostering wider understanding of the values of free enterprise and free trade throughout the world.

4. Encourage marketing professionals of every nation to assume public service responsibilities — national and international in character — beyond the scope of corporate requirements.

5. Educate the marketing executive to ever-higher standards, deeper dedication, increased performance, new levels of effectiveness — in the conduct of his business specialty.

6. Provide a constant supply of authoritative information on sales and marketing subjects — from new research and extensive library facilities — to the business community, and the general public.

7. Provide detailed career information on sales and marketing — its educational requirements, its challenges, its opportunities — to a wide range of individuals interested in the field.

8. Function as the unified voice of the sales and marketing profession in national and international affairs — in the public sector as well as in the business community.

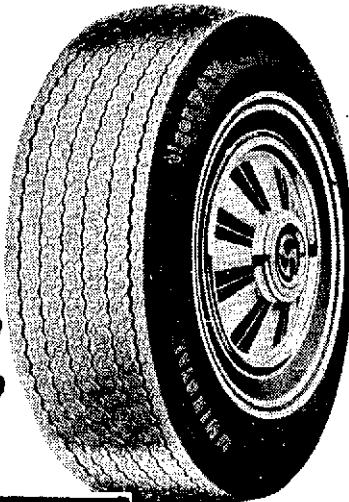


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To all salesmen especially
Long Beach sales and
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- 78 SERIES DESIGN
- 12/32" TREAD DEPTH



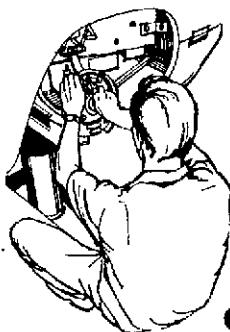
C78-13	26⁸⁴	J78-14	36⁶⁷
	+ \$1.92 F.E.T.	8.85-14	+ \$2.91 F.E.T.
C78-14	25³⁰	F78-15	28³³
6.95-14	+ \$2.07 F.E.T.	7.75-15	+ \$2.42 F.E.T.
E78-14	26⁸⁴	G78-15	30⁰⁰
7.35-14	+ \$2.21 F.E.T.	8.25-15	+ \$2.64 F.E.T.
F78-14	28³³	H78-15	32²²
7.75-14	+ \$2.38 F.E.T.	8.55-15	+ \$2.80 F.E.T.
G78-14	30⁰⁰	J78-15	36⁶⁷
8.25-14	+ \$2.55 F.E.T.	8.85-15	+ \$2.96 F.E.T.
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SALESMAN'S AWARDS...

The role which the professional salesman has played in the rise of the standard of living is one which has not been clearly understood nor sufficiently appreciated. Modern methods and technology have made it possible to produce a tremendous amount of goods and services, but the health of the economy depends largely on the ability of our salesmen to convert these products into sales dollars which pay salaries, create new industries and continue to raise the standard of living.

The salesmen pictured are being honored for their outstanding contributions to their company and to their community.

OUTSTANDING INDUSTRY LEADERS

Each year Sales & Marketing Executives of Long Beach pay honor to outstanding business and professional firms in the community that have distinguished themselves in their particular industry as well as bringing recognition to our city. This year we are proud to single out as Outstanding Industry Leaders these firms:

Kit Manufacturing Company

Millie & Severson, Inc.

THUMS



OUTSTANDING SALESMAN OF THE YEAR



JERRY TARKANIAN, Basketball Coach, California State College at Long Beach ... "Through his outstanding efforts, Long Beach has become known throughout the country as a major basketball power. His activities, both on and off the court, have done much to further the image of Long Beach as a progressive and active community. The 49ers have won three consecutive conference championships under Tarkanian, have appeared in two straight NCAA Western Regional Tournaments and have compiled a 71-13 record."



DAVID BALANGER, Outside Sales, Tile World — "He has achieved a fantastic record in sales in that having been a member of the sales staff for only seven months, he has already become the top producer. His efforts have been an inspiration to the other sales personnel and his success is in a large part due to his personal, professional salesmanship."



GARY CARR, Retail Salesman, Dick Browning Oldsmobile — "He has many outstanding qualities as a professional salesman probably the most outstanding is his desire to deliver the best value possible. During his first year with Dick Browning Oldsmobile, Gary sold used cars valued at over a half million dollars."



VERN CLARK, Outside Sales, Eastman, Inc. — "A versatile salesman for the past four years. His outstanding service and product knowledge rendered to his customers has placed him on their list, as well as ours, as the outstanding salesman of the year."



JIM JOHNSON, Automobile Salesman, Beach City Chevrolet — "It is with a great deal of pride we honor Jim for in his first full year of selling, his sales record totaled over half a million dollars qualifying him for the Legion of Leaders Honor Club from the Chevrolet Motor Division."



ALLAN E. FITZPATRICK, Stock Broker, E. F. Hutton & Company, Inc. — "He has established an outstanding sales record since joining our firm. His high degree of professional salesmanship has resulted in setting a new record for the Long Beach office of E. F. Hutton for the sale of mutual funds. His outstanding performance in the last six months of the year will be recognized this May by an all expense paid trip to London."



EILEEN FLYNN, DECA, Long Beach High School — "An outstanding student at Wilson High School, Eileen has distinguished herself with many awards, including California DECA State Secretary; election as 'Miss Business' for Long Beach in 1971; received a Certificate of Leadership from the Western Regional DECA Conference and has consistently been the top saleswoman in all DECA fund raising activities."



WALT THOMAS, DECA, Long Beach City College — "Walt has proven to have the ability to inspire fellow students serving as an active, aggressive leader. He won first place in the business speech competition at the DECA State Leadership Conference and served as a California delegate to the DECA National Leadership Conference. His youth education activities have been recognized with his being named a recipient of a \$300 scholarship from the Management Club of McDonald Douglas."



GARY B. GALBRAITH, Auto Leasing, Vines Leasing Corporation — "Gary took first place out of 300 Chrysler Corporation Licensee's nationwide in the number of units put into service for 1971. In the first two months of 1971, he became a Centurion Club Award winner from Chrysler Corporation, which normally takes 12 months to achieve. He personally accounted for in excess of two million dollars in gross sales with a fleet increase of 50%."



GERALD BUSTROM, Outside Salesman, Burroughs Corporation — "We regard Gerry as one of the most ambitious and cooperative salesmen we have. In his first full year, in his specific territory, he has generated sales equaling 272% of his assigned quota."



TERRY VEDDER, Sparow Realty — "Starting as a trainee on March 1, with no previous real estate sales experience, Terry has obtained 44 exclusive listings of which 25 have sold, with her gross sales amounting to \$991,100. In just 11 months she went from the bottom to the top 1% in real estate sales."



ELEANORE WIER, Sparow Realty — "Eleanore is receiving her fifth consecutive 'Sunny' for gross sales of \$1,306,700. Over 93% of her listings have sold, while the national average is only 50%. In addition to her professional activities, Ellie is active in many civic organizations and is truly an outstanding saleswoman of the year."

These men are the outstanding citizens who have received the LONG BEACH SALESMAN OF THE YEAR AWARD. This award is presented annually by SME-LONG BEACH to that local citizen who has made the greatest voluntary contribution to the progress of the City of Long Beach during the previous year.

1962

RIDDER, DANIEL H.
Independent, Press-Telegram

1963

RIDINGS, H.E. "Bud," Jr.
Ridings Motors, Inc.

1964

COLE, ORVILLE W., M.D.

1965

CROOKER, JAMES H.
Beach City Chevrolet Co.

1966

RIDDER, HERMAN H. (Deceased)
Independent, Press-Telegram

1967

BUFFUM, HARRY (Deceased)
Buffums'

1968

CAMERON, SAMUEL C.
Independent, Press-Telegram
and

RIDINGS, H. E. "Bud," Jr.
Ridings Motors, Inc.

1969

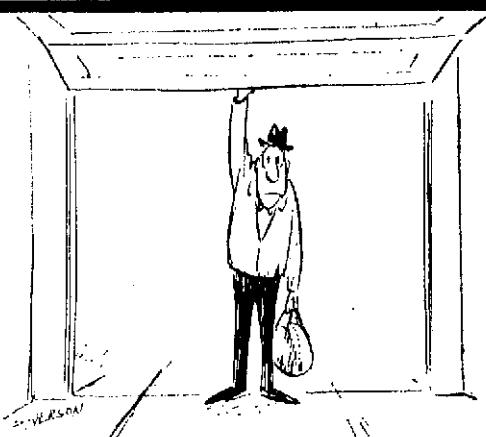
LICATA, LEONARD
General Telephone Company

1970

CRAIG, JAMES G., Jr.
M. S. Walker & Co., Inc.

1971

GILL, DON G.
Cal State Long Beach Foundation



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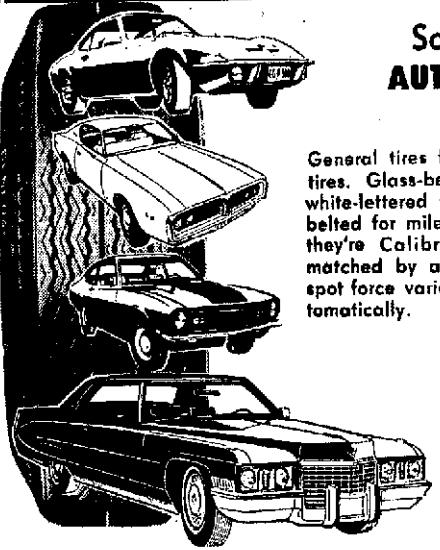


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"Earning While Learning" Is Expanding

By Ralph G. Estes, International Chairman for Distributive Education,
Sales & Marketing Executives - International

AN EXTREMELY IMPORTANT branch of education is being expanded every year in the high schools and some colleges of the Long Beach area. The program is officially called Distributive Education, but I prefer to think of it as "Earning While Learning."

A student who begins the DE program as a high school junior may be ready for a mid-management position in business after two years of college — and in the process he will have the equivalent of three or four years of work experience.

There are a number of instances where earning-while-learning students have made more than \$15,000 while they were still in school.

TO ME as a sales marketing executive, however, the chief benefit is that the student acquires a sense of self-confidence and an awareness of the world that tends to make all of school work much more relevant.

Too many people are in selling because of CHANCE rather than CHOICE! This does little to enhance the good name of the selling profession.

The status of a professional salesman must be earned. It is estimated that 80 per cent of all sales are made by 20 per cent of all sales people.

SELLING has been called the best-paid hard work in the world.

It is not uncommon for a firm's top salesman to earn more than the president of the company. Only 2 per cent of the people in the United States earn more than \$20,000 per year and eight out of 10 of them are in sales and marketing.

To achieve this kind of earning record, of

course, involves more than wishing it would happen. A person must have the right attitude. He must be a self-starter. Selling means work, for it is a certain fact in selling that nothing will work if the individual doesn't.

IF SALES PEOPLE are so difficult to find, what can be done to encourage more people to enter this profession, especially in the early years of life?

One of our greatest hopes lies in Distributive Education. The excellent program is found in qualified high schools and post-secondary centers in California and across the nation.

HERE ARE a few of the things this worthwhile education program promotes and develops:

Individual confidence within the pupil.

High ethical standards in business.

An awareness of good citizenship.

An appreciation for the business world and its importance in the community. (Distributive Education students work while attending school).

Creates a healthy respect and need for education. Professional salesmen are made, not born.

Encourages an understanding of America's competitive, free enterprise system.

DISTRIBUTIVE EDUCATION is a program in which progress can be seen in the one or two years of a pupil's participation.

No higher compliment can be paid a person than to be called a "salesman." And we should never forget that when salesmen don't sell, we call it a depression.

distributive education clubs of america



THE DECA CREED

I BELIEVE in the future which I am planning for myself in the field of distribution, and in the opportunities which my vocation offers.

I BELIEVE in fulfilling the highest measure of service to my vocation, my fellow beings, my country and my God — that by so doing, I will be rewarded with personal satisfaction and material wealth.

I BELIEVE in the democratic philosophies of private enterprise and competition, and in the freedoms of this nation — that these philosophies allow for the fullest development of my individual abilities.

I BELIEVE that by doing my best to live according to these high principles, I will be of greater service both to myself and to mankind.

For further information consult the DE Teacher-Coordinator listed below.

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Chuck Schildmeyer
Hud Korth
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HA 5-1281

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Jordan High
DECA
Mike Marshall
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Long Beach
Millikan High
DECA
Bob Lutkin
Phone:
425-7441

Long Beach
Wilson High
DECA
Mrs. Lee Houston
Phone:
433-0481

Long Beach
Poly High
DECA
John Flynn
Phone:
591-0581

Long Beach
City College
DECA
Dick Carlson
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Education for DECA
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HOW CAN WE MAKE OUR \$1,140 BILLION GNP SALES QUOTA?

Why do we place so much importance on materializing a Billion Dollar Plus Gross National Product in 1972 — and what factors will help to make it possible?

The first part of the answer, is to know what measurable elements make up the GNP — and require constant, comparative analysis. Here they are: (a) Consumer Expenditures (b) Private Domestic Investments (c) Government Purchases — and (d) Net Export.

These prime factors make up the GNP forecast (sales quota) for 1972, of \$1,140 Billion (at current prices) and \$781 Billion at 1958 prices.

The second part of the answer, is to realize that the generation of these fantastic figures — is the result of the trillions of annual buying/selling transactions in the market place, for a vast range of products and services. This is the production responsibility of the 4,647,000 SALES WORKERS and/or SALESMEN in the United States.

Yet, while these customer-minded SALESMEN practice the art of persuasive communications with the objective of assuring a mutual profit (benefit) to the buyer as well as the seller — many educators, politicians, students and the general public, tend to depreciate the productive role of the professional SALESMAN.

EVERYONE HAS A SHARE OF RESPONSIBILITY IN THE SALESMANSHIP BUSINESS

Strange — isn't it — that these same individuals can't relate the communications process of SALESMANSHIP, to what the politicians say and do to seek election; the preacher, to his flock; the lawyer, in court; the teacher seeking recognition from his students; the businessman, seeking the support of his associates — and particularly, the small business man trying to build up an inventory of satisfied customers?

In short, this entire process has one objective and that is — to obtain a greater ratio of YES responses — from a marriage or

business proposal, to making and keeping friends, influencing people — and on to the ultimate attainment of one's life-long objectives.

Like the professional baseball player, the YES batting average of everyone is in direct relation to the number of NO responses (strike outs) — which, in turn establishes the productivity of one's communicative abilities in all phases of our daily activities in the world we live in.

So, let's respect the SALESMEN who endeavor to use the VALUE ANALYSIS concept to help their customers get more for their purchasing dollar — as they proceed in their vital role of getting orders — while improving the economic health of our country and exceeding our GNP quota of \$1,140 Billion for 1972.

Last — and most important — it's time that we recognized that SALESMEN, in producing their sales quotas, are JOB-MAKERS EXTRAORDINARY — because in the production of profitable orders, the efforts of the average SALESMAN produce employment for 16.3 other individuals in our national work force. This is because of the chain reactions that follow each sale — starting with the first reorder, through the wholesaler — on to the larger replacement orders for factory production with the other basic items that come from our farms and mines, etc.

The answer then to the \$1,140 Billion Dollar GNP Question, is the proper use of the available buying power — with the assistance of more customer-minded SALESMEN — because these V.I.P. SALESMEN keep the wheels of commerce turning and the currents of human emotion running. More cannot be said of any man. Be CAREFUL whom you call a SALESMAN — lest you flatter him.

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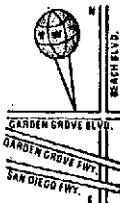
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WORLD PEACE CALLED A JOB FOR BUSINESSMEN, NOT DIPLOMAT

The world's politicians have botched the job; now it's time to give world trade a chance.

That's the opinion of R. Bruce Paschal, president of Sales and Marketing Executives International, who represents more than 25,000 members throughout 50 nations.

"Diplomats will not bring back world peace," he says. "The only answer is world trade. That gives you a foundation to build on, to gain world understanding."

"Trade, it seems to me, is the only practical, realistic keystone. But it will take years."

Paschal, who is marketing vice president of Standard Fruit and Steamship Company, New Orleans, has just completed a six-week trip around the world for his company.

"People are not that much different," he says. "The striving for a better life beats in the hearts of most people around the world. That little guy in Japan who is making a good living on an assembly line is never going to settle again for a bowl of rice."

Can Act as Catalyst

The role marketers can play, he says, is that of catalyst in building marketing expertise around the world. "If we could get some seminars and marketing programs going in places like Honduras and Bangkok, it would help those people build their countries.

It's going to take

something different from what we have now — and that's free trade worldwide, with a nation's products allowed to live or die in the marketplace."

"One thing's certain: the status quo is not going to do it."

In his travels, Paschal discovered a reservoir of good will toward the U.S. businessman despite all the talk of the "ugly American."

"Most Europeans and Asians respect the U.S. businessman for his straight forwardness and his hustle."

But American products have to offer genuine value and quality; "we can't expect people to buy our stuff simply because we're the great and glorious U.S.A."

U.S. businessmen actually have a great

advantage in marketing abroad, Paschal says. "The supermarket, for instance is just coming in worldwide. After watching it here for years, you just know how it has to go in Italy or Belgium."

Foreign marketers themselves are becoming quite knowledgeable, he says, and are well worth watching. "They've taken our system and 'hitch-hiked' on them; improved on them. We can learn from them, too."

Marketing, he said, mirrored the economic downturn ("I prefer to call it a hesitation") of 1971.

"We live or die with the economy," he says. "When it's down, our job is to get at the basic roots of the problem and sell our way out of it."

One way to do this, Paschal believes, is to rely on the telephone less and to stress "eye-to-eye" contact.

Beneficial Effects

The slowdown evidenced itself in subtle

ways. "All of a sudden, head waiters at fine restaurants in New Orleans, New York — even Paris — were no longer looking down their noses at me."

Thus, he says, the economic slowdown may have beneficial side effects — peping up salesmen and other businessmen here, lopping off some deadwood there.

"During the sixties," he says, "I had the feeling that 25 per cent more consumer goods could have been sold with a little more effort. I've walked into department stores and actually had salesmen play hide-and-seek with me behind the major appliances."

That's not as true in wholesale selling, Paschal says, although even in that field salesmen tend to be "a little bit lazy" during good times.

The trouble, he says, is that people have gotten so impersonal; "I guess the answer is we've got to get back to courtesy."

They're all cliches, aren't they?" he asks. "Yet they're so damned true."

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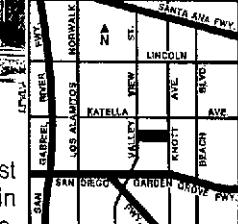


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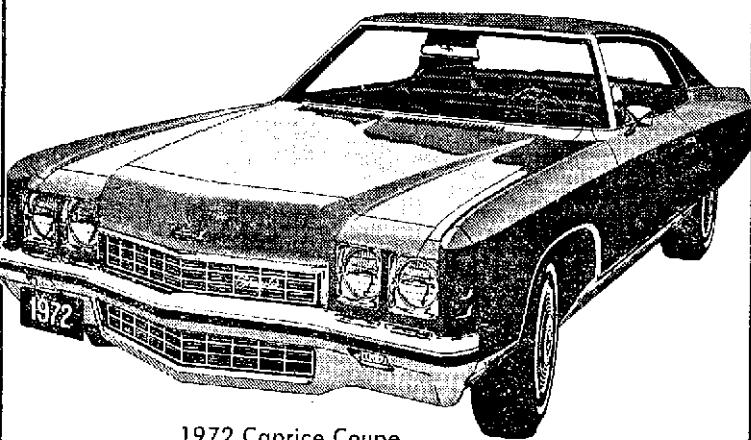
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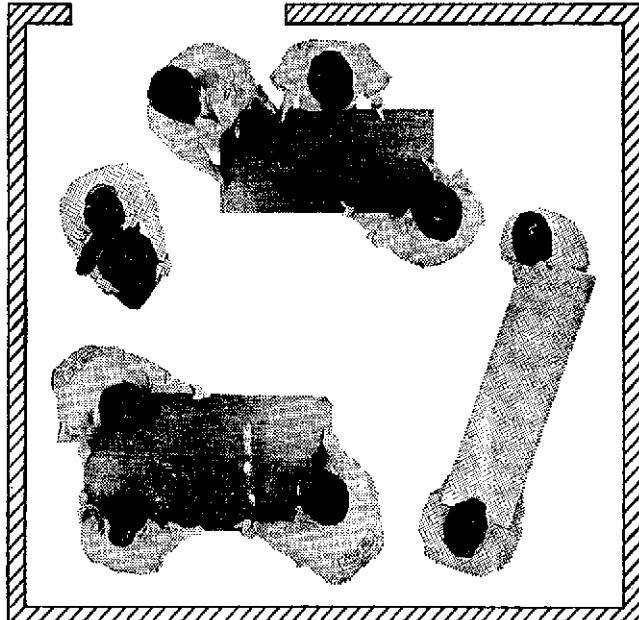
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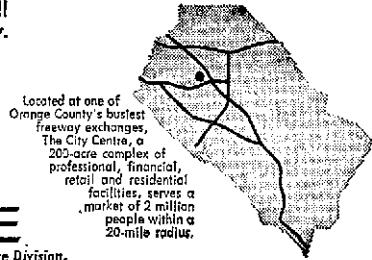


But what about the walls?

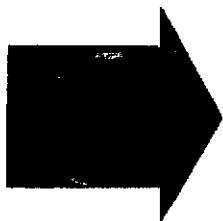
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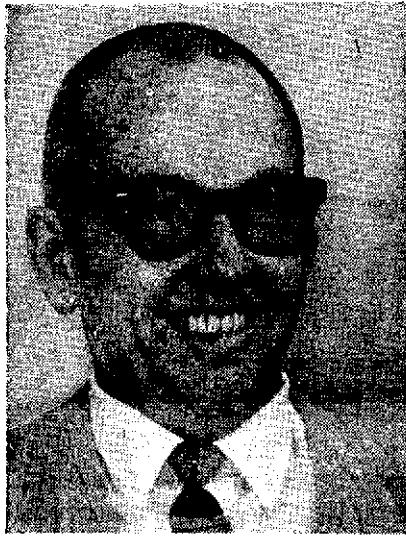
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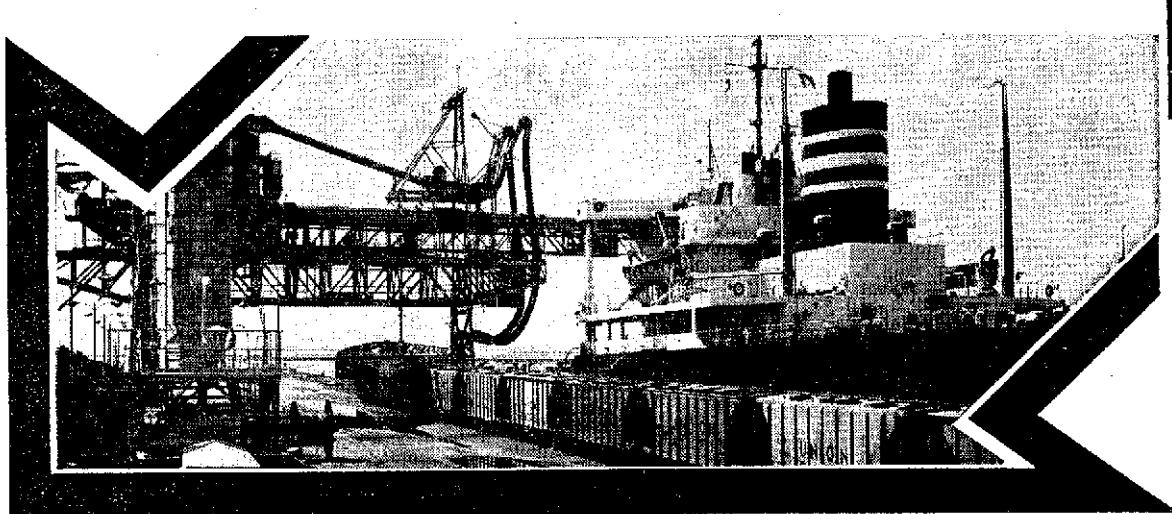
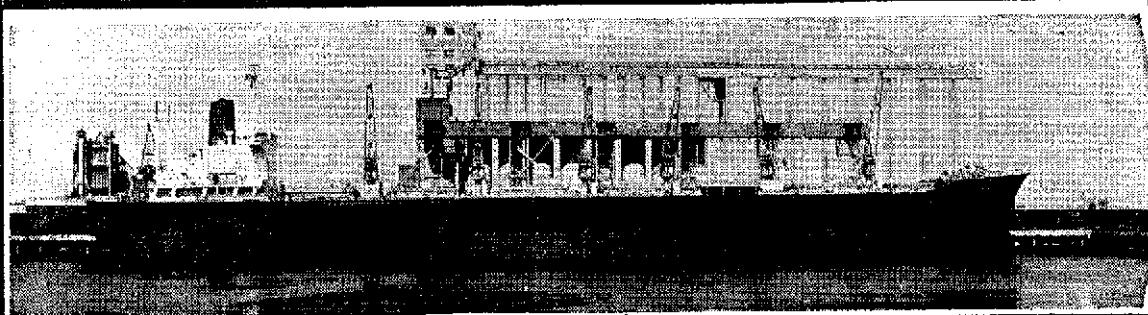
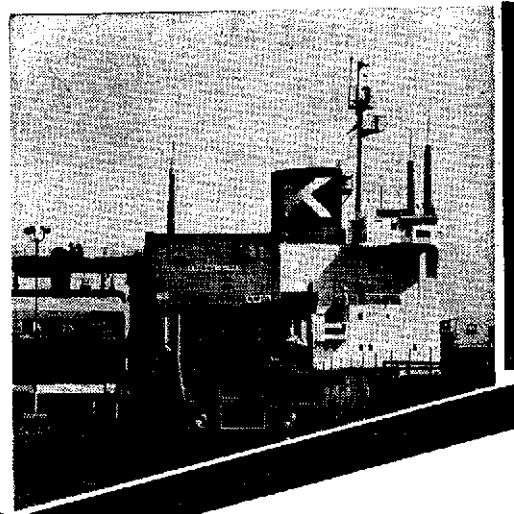
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